

ANNUAL
Report

2017-2018



CONTENTS

- 4 OUR GOALS AND VALUES
- 6 OPEN FOR ALL
- 8 CEO AND PRESIDENT'S REPORT
- 12 GROWING PARTICIPATION
- 18 RECOGNISING CHAMPIONS
- 28 WORLD-CLASS EVENTS
- 38 SUSTAINABLE FUTURE
- 42 A TEAM EFFORT
- 54 FINANCIAL REPORT
- 82 APPENDIX



Tennis Australia (TA) is the governing body of tennis in Australia. The Company was established by the Victorian, New South Wales, Queensland, West Australian, South Australian, Tasmanian and the New Zealand Lawn Tennis Associations in 1904 to allow for the staging of the first Australasian Men's Championships in 1905.

CREDITS

Editor: Leigh Rogers
Publishing Manager: Vivienne Christie
Design: Andrea Williamson
Photography: Getty Images, Tennis Australia

“Our sport marked 50 years of the Open era in 2018, a significant milestone reminding us we are fortunate to be part of an ever-evolving game. The future looks bright too with rising participation numbers highlighting tennis is more open to all than it ever has been.”

CRAIG TILEY

A proud past **BRIGHTER FUTURE**

With a rich heritage that creates the foundation for a bright future, our committed team is united in its vision to govern, promote and develop tennis in Australia.

GOALS

- Make tennis an activity of choice for everyone
- Create the world's leading sports entertainment event

VALUES

- Excellence
- Humility
- Loyalty
- Teamwork



► **GOLDEN OUTLOOK:** Looking back with pride, Australian tennis also looks forward with excitement as an expanding sports entertainment brand helps drive record participation growth.



OPEN FOR ALL

Our desire to make the sport increasingly accessible to all players and fans resulted in some standout milestones in 2017-18.



INNOVATION IN PARTICIPATION

More clubs are embracing the Book a Court initiative, resulting in over 70,000 bookings.



CREATING OPPORTUNITIES TO PLAY

Registered participant numbers rose to 932,586 a 34 per cent increase on 2016-17.



HOSTING WORLD-CLASS EVENTS

A record 743,667 fans attended AO2018, with over a million patrons enjoying events nation-wide.



INSPIRING FANS IN NEW WAYS

More than one million fans downloaded a newly launched AO Tennis game for console and mobile.



ENCOURAGING INCLUSION

Newly appointed National Indigenous Ambassador Ash Barty is helping promote the sport to all.



A SPORT OF CHOICE

More than 2800 Australian schools now deliver ANZ Tennis Hot Shots as part of their curriculum.



A POPULAR EVENT BRAND

An expanded AO Ballpark at AO2018 highlighted an ongoing commitment to being a family-friendly event.



CELEBRATING CHAMPIONS

Australia's top-ranked man Nick Kyrgios claimed a first ATP title on home soil in Brisbane.

GOLDEN OPPORTUNITIES

A report from our President & Chair and CEO



Each year, tennis delivers bright and important milestones, but as the 2017-18 financial year drew to a close, there was one that deserved a special celebration.

In May 2018 we marked 50 years since the beginning of Open era tennis and with that golden anniversary, it's also timely to reflect on the stunning opportunities our sport now delivers at every level.

From the difficult pre-1968 amateur years – when struggling tournaments barely covered player expenses – the game has evolved into the vibrant professional era in which expansive events and initiatives build the base to develop grassroots tennis and future generations of champions.

Rich in commercial opportunities and entertainment value, our professional events also reward the star players who inspire many others to follow them.

As we report on another year of unparalleled growth, with the organisation delivering a financial surplus for the fifth year running, Australia is delighted to remain a leader of that tennis revolution.

OPEN SEASON

There is no greater symbol of the growth that's occurred throughout the modern era of tennis than the Australian Open.

The glittering conclusion to the Australian Open Series – in which the world's top players launch their new seasons at our events in Brisbane, Perth, Sydney, Hobart and Adelaide – provides the setting for some of professional sport's greatest-ever achievements.

In 2018, Roger Federer claimed a sixth Australian Open for a record-extending 20th Grand Slam; in the women's event Caroline Wozniacki withstood tremendous challenges to become the first player from Denmark to win a major singles title. The champions each earned AUD \$4 million from a record \$55 million prize pool.

While the Australian Open proudly takes its place on the world sporting stage, the event equally extends its influence as an overall entertainment brand. The excitement spills out of Melbourne Park with the AO Festival at neighbouring Birrarung Marr, where a range of headline-grabbing acts appear on the AO Live Stage.

▲ A SPORT FOR ALL: Tennis Australia President and Chair Jayne Hrdlicka leads by example, joining Sam Stosur and Tennis Australia CEO Craig Tiley to announce an ANZ Tennis Hot Shots participation record.

There's also expanded hospitality offerings and an ever-growing focus on family-friendly entertainment, including Kids Tennis Day and the AO Ballpark – a mini theme park created especially for our young fans.

Excited by that something-for-everyone philosophy, a record 743,667 attended in 2018, with 87,438 of them attending on the middle Coopers Saturday, marking the best attendance ever of any single day of the tournament.

NEW POSSIBILITIES

There was also an important role in the development of our sport when Tennis Australia became a prominent partner in staging the inaugural Laver Cup in Prague, Czech Republic. Named in honour of Australian legend Rod Laver, the team event celebrates history while boldly taking tennis into the future with its many innovations.

As Roger Federer, Rafael Nadal and others helped Team Europe claim a first Laver Cup title in 2017, passionate Team World members – including our own Nick Kyrgios – also added to the fresh new approach that had the whole world talking.

OPEN TO EVERYONE

An ability to capitalise on such cutting-edge opportunities is also reflected in exciting progress at grassroots level. In 2017-18, we were delighted to welcome a record 932,586 participants to tennis – whether that be through ANZ Tennis Hot Shots, Fitbit Cardio Tennis, social play or the many forms of structured and informal competition.

Representing a 34 per cent increase on 2016-17 participation figures, such healthy growth highlights that tennis has never been so accessible. The award-winning Book a Court system, now adopted by more than 150 clubs nationally, symbolises our open-to-everyone philosophy. Close to 71,000 court bookings were made through the easy online system this financial year, creating more than \$430,000 revenue that's reinvested directly back to tennis.

An early introduction to the game is helping to create a positive connection. An unparalleled 543,850 registered ANZ Tennis Hot Shots participants experienced the game through schools, coaching programs and community play initiatives in 2017-18.

▼ SHOWPIECE EVENT: Fans flocked to AO2018 in record numbers, where they were treated to world-class performances.



GOLDEN OPPORTUNITIES

A report from our President & Chair and CEO



◀ **NATIONAL PRIDE:** Australia's top players, including Ash Barty and Daria Gavrilova, love representing the nation.

The ANZ Tennis Hot Shots Racquet Roadshow demonstrated the support of our passionate supporters and loyal partners. Sam Stosur, Todd Woodbridge, Alicia Molik and John Fitzgerald all played a positive role as 30,000 ANZ-donated racquets were delivered to first-year students at primary schools throughout the nation.

INSPIRING OTHERS

Alongside the practical support provided by increased accessibility, participants also relish the inspiration provided by our established champions. Nine players sat inside the world's top 100 in singles at the end of the 2017-18 financial year, with four of them winning ATP or WTA titles during that period.

Ash Barty became the standout performer in Australian tennis, with her combined efforts in singles and doubles seeing her crowned the 2017 Newcombe Medallist. The popular Queenslander soon added to that accolade, with a career-high world No.16 singles ranking following her finals run in Sydney at the start of the season, a second WTA singles title secured in Nottingham and further success achieved in doubles.

Daria Gavrilova claimed her first career title in New Haven while the Australian Fed Cup team secured a return to the elite World Group in

2019 with stirring wins over Ukraine and the Netherlands, at Canberra and Wollongong, in the early months of the 2018 season.

On the men's side, Nick Kyrgios claimed his first ATP title on home soil in Brisbane, while Alex De Minaur's thunderous start to 2018 included a first ATP-level final in Sydney. There were also impressive comebacks for Matt Ebden and John Millman, who each exemplified a stunning work ethic as they built the foundation for career-high rankings following injury challenges. After peaking at world No.2, John Peers also maintained his top-five doubles ranking. It was no coincidence that each of those men featured in Australia's stellar Davis Cup efforts.

Those players also set the standard for our next generation of champions. There are currently 272 players supported through Tennis Australia's High Performance Pathway, incorporating professional, National Academy, Talent Development and Junior Development levels.

SUCCESS SHOWCASED

Showcasing our events and celebrating players, both locally and internationally, ensures the reach of the game is constantly expanding.

There was substantial growth in social media with the total audience of the Australian Open across

a range of channels now exceeding more than 4.5 million.

The focus on fan engagement was also evident in the launch of the AO Tennis game for console and mobile, which attracted more than one million downloads. Other means to promote the sport occurred through a range of company-managed platforms.

New benchmarks were also achieved in Tennis Australia's fourth year as host broadcaster of the Australian Open and other events. Enhanced by a new suite of virtual and scoring graphics, as well as insights from the revolutionary Game Insight Group, the AO broadcast was shown in 220 territories with a reach of more than 900 million.

Such expansive audiences naturally create the foundation for valuable commercial partnerships. New partners for AO2018 included Country Road, Ganten, Barilla, Vegemite, Milk, NGV, Disney and Schweppes. We also celebrated a landmark five-year renewal of Kia as the major Australian Open partner; with that relationship commencing in 2002 and now assured until 2023, Kia becomes the longest-running commercial partner in tournament history.

As we acknowledge those important commercial and broadcast partners, there is also a special thanks to the Seven Network for their world-class contribution to the sport throughout a partnership extending more than 40 years. Together we attracted some of the biggest audiences and some of the most memorable moments in Australian television history. We now look forward to an exciting new chapter, working with the Nine Network from 2019.

OUR PEOPLE

As we celebrate another successful year in tennis, we take the greatest pride in the tremendous asset that makes every milestone possible – our people.

The company values of humility, excellence, loyalty and teamwork are tirelessly demonstrated as our teams work together to deliver world-class events and achieve record participation levels.

In October 2017, the organisation elected its first female President and Chair in Jayne Hrdlicka. With a deep passion for tennis built through a lifetime of participation, Jayne leads the board of Harold Mitchell AC (Vice President and Deputy Chair), Graham Bradley AM, Diane Grady AM, Greg Hutchinson, Ken Laffey, Elizabeth Minogue, Peter Robertson and Janice Van Reyk.

We also thank Chris Freeman AM for his major contribution to tennis. On retiring from his role as Chair in 2017, Chris left a tremendous legacy for which we are all extremely grateful. As a director since 2007, Chris was renowned for his passion for both tennis and the arts – the latter is now a focus in his role as Chair of Queensland Symphony Orchestra.

Australian tennis is also shaped by the tremendous efforts of an extensive community including Member Associations, clubs, players, coaches, officials, administrators, fans and volunteers. We thank you all for maintaining the traditions and values that make tennis such a long-standing sport, but equally help the sport move forward by always pushing the boundaries.

The amateurs that so bravely forged the professional era that created so many golden opportunities would be proud. As we look back with pride, we look forward with even more excitement.



Jayne Hrdlicka
President and Chair

Craig Tiley
CEO

GROWING *Participation*

Encouraging greater grassroots participation for players of all ages and abilities is our number one priority. We create, promote and invest into tennis products that inspire more people to play.

932,586

TOTAL PARTICIPANTS

2730

SCHOOLS DELIVERING
ANZ TENNIS HOT SHOTS

159

COMMITTED BOOK A COURT
VENUES

► **FUN FOR ALL:**
Students at
Harrison School in
the ACT enjoy ANZ
Tennis Hot Shots.



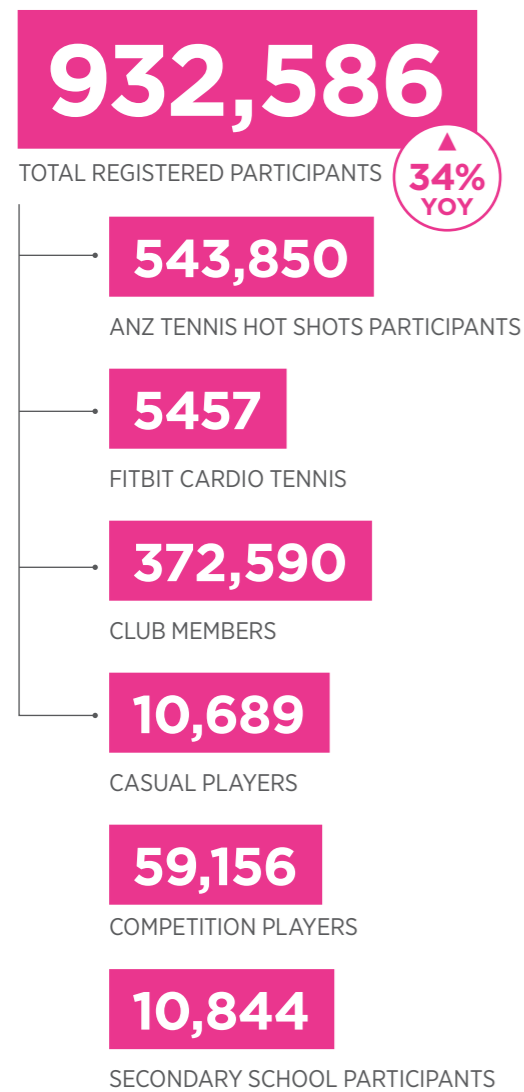
2017-18 HIGHLIGHTS

- A 41 per cent increase in ANZ Tennis Hot Shots participants
- A 34 per cent increase in total registered participants (all-ages)
- Book a Court recognised for excellence in innovation
- 213 courts renewed or developed through National Court Rebate.

RISING INTEREST

Tennis is increasingly becoming a sport of choice for more Australians, as growing participation numbers reflect.

PARTICIPANTS



- ◀ **JUNIOR GROWTH:** ANZ Tennis Hot Shots is attracting record participation numbers.
- ▼ **HEARTY FUN:** Fitbit Cardio Tennis provides another way to experience the sport.

FITBIT CARDIO TENNIS

Tennis Australia's fun and social group-based fitness program for people of all ages underlines the priority to create ease in participation. More than 5000 participants experienced Fitbit Cardio Tennis in 2017-18, which is provided by more than 700 deliverers.



LEADING DELIVERERS

As coaches play an integral role in the sport's growth, continually developing their skills is a key focus. More than half of all coach members attended at least one face-to-face professional development opportunity in the past year, while for the first time workshops were also delivered via live stream for regional participants.

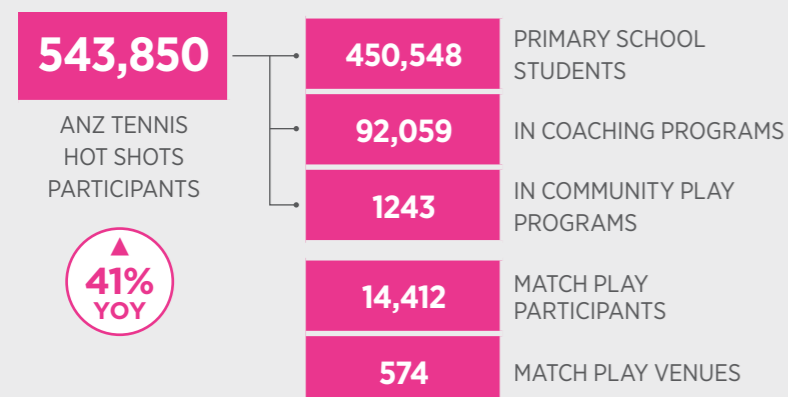
DELIVERERS

2962	COACH MEMBERS
942	ANZ TENNIS HOT SHOTS COACHES
712	FITBIT CARDIO TENNIS DELIVERERS

COACH DEVELOPMENT

173	COACH EDUCATION WORKSHOPS
2644	COACH EDUCATION WORKSHOP PARTICIPANTS
64	COACHING COURSES
759	COACHING COURSE PARTICIPANTS
52	WOMEN IN COACHING SCHOLARSHIP RECIPIENTS
106	FEMALE COACHES ATTENDED COMMUNITY COACHING COURSES

ANZ TENNIS HOT SHOTS



Tennis Australia's official development program hit a record level of participation in 2017-18, with 543,850 children aged between three and 12 playing. This is a 41 per cent increase year-on-year.

The program, which uses smaller courts, racquets and low compression tennis balls to make it easier to learn, has a gender split of: 44 per cent girls, 56 per cent boys.

Poppy Loeskow from Bundaberg in Queensland was crowned the ANZ Tennis Hot Shot of the Year, winning \$5000, a year of free coaching and a lesson with Alicia Molik at her club.

- **POPULAR:** The number of students playing tennis in Australian schools is rising.



SCHOOL PARTNERSHIP PROGRAM

Tennis continues to be one of the top three sports delivered as part of the Australian Sport Commission Sporting Schools initiative. More than 2700 primary schools deliver ANZ Tennis Hot Shots as part of their health and physical education curriculum. Forty professional learning opportunities were held in 2017-18 to support deliverers.

A new Tennis for Secondary Schools program supports the development and retention of children aged 12 to 16. Since launching in 2018, 117 schools are now delivering the program.

MORE OPPORTUNITIES

The award-winning Book a Court program is among the initiatives that help make tennis more accessible.

BOOK A COURT

100	LIVE VENUES
1111	COMMITTED VENUE COURTS
10,689	UNIQUE PLAYERS MADE COURT BOOKINGS
70,733	BOOKINGS MADE
\$439,403	IN ONLINE PAYMENTS

FREE TENNIS DAYS

This initiative is proving a successful way to connect more people to clubs and encouraging greater participation.

346	FREE TENNIS DAYS HELD IN 2017-18
9	PER CENT INCREASE YEAR-ON-YEAR

EXCELLENCE RECOGNISED

Book a Court is an innovative online booking and payment program making courts more accessible. It is rapidly being adopted nationwide and earning recognition too.

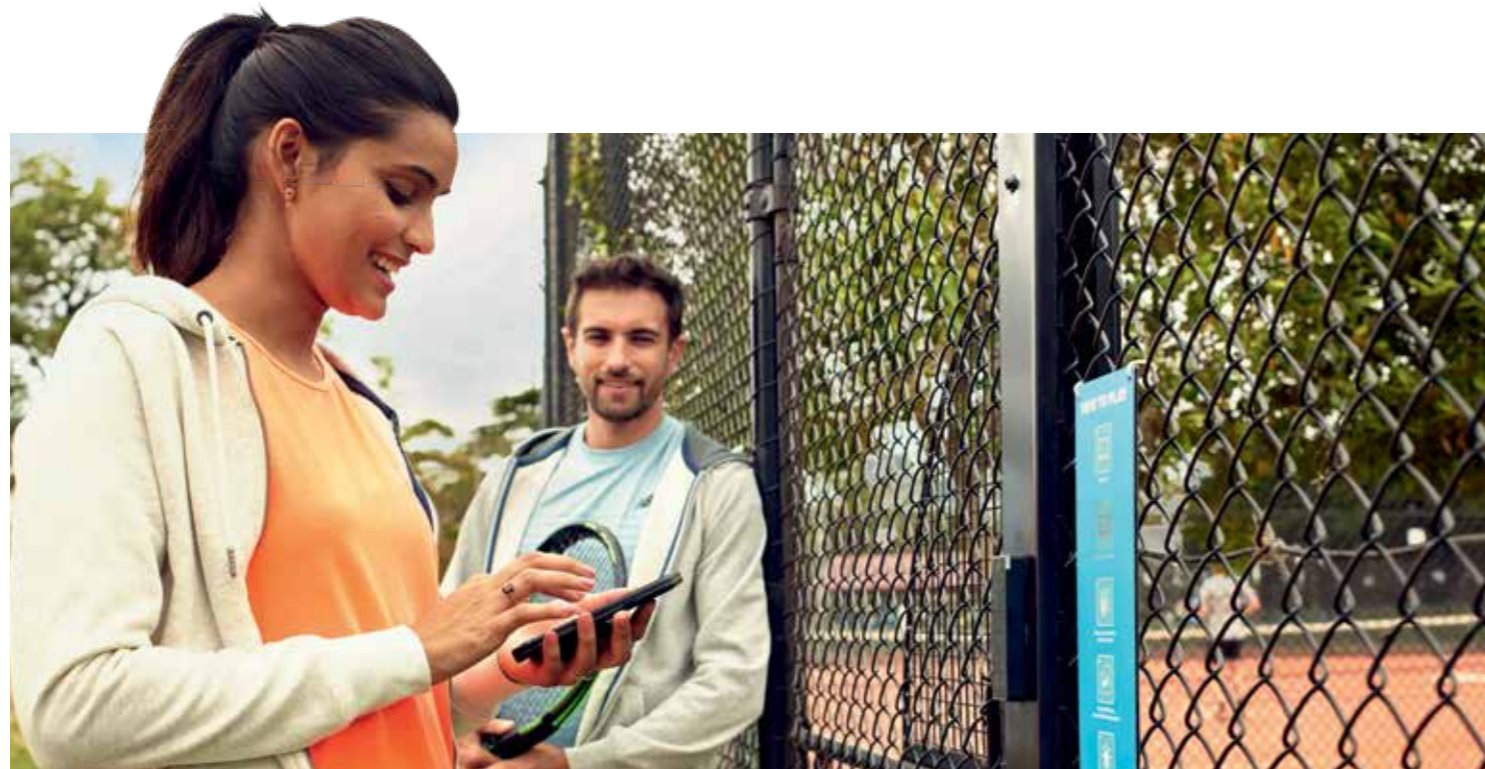
Tennis Australia won the Excellence in Innovation award at the Australian Sports Commission Participation Awards in 2017 for the Book a Court program, and was also a finalist in the Excellence in Participation category for our schools program.

“We thank the ASC for recognising our work in the participation space and presenting us with the award for Excellence in Innovation,” CEO Craig Tiley said.

“We continue to focus on participation through our grassroots programs across schools, clubs and community groups and ensuring more people across the country have access to tennis through our programs such as ANZ Tennis Hot Shots, Schools Partnership Program and Fitbit Cardio Tennis or by increasing access to courts and venues.”

The Book a Court program was also nominated for the Technological Solutions and Products Award at the 2018 Australian Sport, Recreation and Play Industry Innovation Awards.

▼ **EASY ACCESS:** Book a Court technology is making public court hire more accessible.



FACILITATING GROWTH

New and improved facilities throughout the nation enhance the sport for both fans and players.



◀ **NEW STANDARDS:** The Darwin International Tennis Centre set a stunning benchmark for future facility development.

▼ **BUILDING A FUTURE:** Fans and players will welcome exciting Melbourne Park upgrades.

NATIONAL COURT REBATE

There were 213 courts renewed or developed through the National Court Rebate during 2017-18, with a total project value of \$41 million. This included funding for new tennis courts at 12 schools.

AO COMMUNITY GRANTS

Forty four initiatives that will create sustainable opportunities for underrepresented groups to participate in tennis across Australia benefitted from AO Community Grants in 2017-18. Since the program's introduction in 2016, 89 initiatives have shared over \$310,000.

MAJOR DEVELOPMENTS

Darwin International Tennis Centre was completed and opened as a Tennis World-managed venue in July 2018. The 16-court facility sets a new standard for tennis in the Northern Territory and provides a positive benchmark for future facility development.

Works continued on the \$338 million second stage of the Melbourne Park redevelopment, which include a Rod Laver Arena upgrade and improvement to player and public areas. These are scheduled to be completed for Australian Open 2019.

TENNIS WORLD

Launceston Regional Tennis Centre became the sixth Tennis World site in December 2017, joining existing sites in Melbourne, Sydney, Canberra and Adelaide. Total revenue between the six sites was \$6.5 million, with 191,000 court hours recorded and a total membership of 1508.



RECOGNISING *Champions*

Our world-class athletes – whether emerging, established or retired – play an important role in inspiring more Australians to pick up a racquet and play tennis. We assist them by providing opportunities and support, as well as celebrating and promoting their achievements.

272 ATHLETES

PLAYERS IN HIGH PERFORMANCE PATHWAY

4 PLAYERS

WON ATP/WTA TITLES DURING 2017-18

9 PLAYERS

RANKED INSIDE THE WORLD'S TOP 100
IN SINGLES AT 30 JUNE 2018

▶ **A HELPING HAND:**
Sam Stosur helped
deliver racquets
at the Holy Name
Primary School in
Reservoir, Victoria.

2017-18 HIGHLIGHTS

- Ash Barty won a first Newcombe Medal
- Jan Lehane O'Neill inducted in Australian Tennis Hall of Fame
- Evonne Goolagong Cawley and Greg Crump received prestigious ITF awards.



PATHWAY TO SUCCESS

A range of developmental pathways and competitive opportunities create the perfect environment for players to flourish.

ENCOURAGING DEVELOPMENT

High Performance: Tennis Australia's High Performance pathways supported 272 athletes during 2017-18. This includes National Academies (NA) athletes in Melbourne, Sydney, Brisbane, Perth, Adelaide, Canberra and Hobart. The NAs offer a comprehensive training program to assist athletes to reach their full potential, providing access to professional coaching and support in a structured pathway that aims to produce Grand Slam champions.

Professional (19 to 23 years)

Tier 1 = 15 athletes
Tier 2 = 3 athletes

National Academy (15 to 18 years)

Tier 1 = 7 athletes
Tier 2 = 9 athletes

Talent Development (12 to 15 years)

Tier 1 = 4 athletes
Tier 2 = 51 athletes (27 boys, 24 girls)
Tier 3 = 73 athletes (38 boys, 35 girls)

Junior Development (12 and under)

Qld	14 athletes
Vic	12 athletes
WA	12 athletes
ACT	12 athletes
NSW	16 athletes
SA	16 athletes
Tas	16 athletes
NT	12 athletes

Athlete services: Tennis Australia's sport science and medicine teams deliver education, medical, nutritional, performance analysis, physiotherapy, psychological and wellbeing support to athletes.

Diversity and inclusion: Providing opportunities for athletes with a range of abilities and backgrounds is an ongoing priority as we break down barriers and create environments in which everyone feels confident to pick up a racquet and experience tennis. Wheelchair, deaf or hard of hearing, intellectually impaired and visually impaired athletes were all supported, with Ash Barty's appointment as the National Indigenous Tennis Ambassador another important highlight of the 2017-18 period.

PROVIDING OPPORTUNITIES

Australian Pro Tour: Stopping in every Australian state and territory, this tour brings elite tennis to more towns and communities countrywide. It runs from September to April, attracting strong fields of both local and international contenders. More than USD \$1.1 million in prize money and over 15,000 valuable ranking points on offer provides added incentive. Rising Australian stars Jason Kubler, Zoe Hives, Jaimee Fourlis, Marc Polmans and Max Purcell all received ranking boosts after winning titles in early 2018.

December Showdown: The nation's most promising junior talents competed in this annual event at Melbourne Park, which culminates in the AO Wildcard Play-off.

See Appendix One for results.



▲ **RANKINGS RISE:**
A Pro Tour title at the Canberra Clay Court International helped Jaimee Fourlis enter the world's top 200.

◀ **WILDCARD WIN:**
Alex De Minaur won the AO Wildcard Play-off to earn entry into his home Grand Slam.

INSPIRING PARTICIPATION

Interactive promotions and aspirational media platforms build fan engagement and inspire many players.



Tennismash.com: This online news platform attracts an average of 66,000 visitors per month and has had over two million unique visitors since launching in January 2016.

Fantasy Tennis League: Now in its second year, this year-round fan engagement project has attracted a highly active international audience of 22,000 registered players.

Australian Tennis Magazine: One of Australia's longest-running niche magazines continues to promote the game, both nationally and internationally. It is produced bi-monthly by Tennis Australia, in addition to an *ATM 4 Kids* annual special to inspire young fans.

Marketing: Book a Court, ANZ Tennis Hot Shots and Fitbit Cardio Tennis campaigns used a range of different tactics including digital media and television advertising, influencers, native content and Australian Open on-court showcases to encourage grassroots community participation.

AO Tennis: Tennis Australia partnered with Big Ant Studios to develop a comprehensive tennis video game for consoles and mobile. It received positive reviews after launching internationally in May 2018, and the mobile version has received over a million downloads. The games are

targeted at a younger audience to help build engagement with the sport, as well as giving the AO a year round presence internationally.

ANZ Tennis Hot Shots Racquet Roadshow: Sam Stosur, Todd Woodbridge, Alicia Molik and John Fitzgerald helped deliver over 30,000 ANZ-donated racquets as part of the 2018 roadshow. They visited schools in every state and territory during April-June, taking total racquets shared with first-year primary school students since January 2015 to 110,000.

▲ **ROADSHOW REWARD:**
Todd Woodbridge meets an ANZ Tennis Hot Shots participant at Holy Family Primary School in Darwin.

▼ **INSPIRING:**
Thanasi Kokkinakis signs an *ATM 4 Kids* for a young fan during AO2018.



HIGH ACHIEVERS

Australian tennis has plenty to be proud of with these outstanding athletes leading the way.



ASH BARTY (Qld)

An impressive 2017 season culminated in a top 20 finish in both singles and doubles. Barty's impact extends off court too, becoming Tennis Australia's National Indigenous Tennis Ambassador.



DARIA GAVRILOVA (Vic)

A first WTA singles titles and top 20 debut were major milestones for the ever-consistent Gavrilova, who has now been firmly entrenched inside the world's top 30 for the past three years.



SAM STOSUR (Qld)

The Grand Slam champion continues to be a role model with her exemplary work ethic. A 10th consecutive third round appearance at Roland Garros highlighted the veteran's consistency on tour.



AJLA TOMLIJANOVIC (Qld)

Tomljanovic, who received Australian citizenship in January 2018, is back inside the world's top 100 and reached her first WTA final in over three years after recovering from shoulder surgery.



CASEY DELLACQUA (WA)

After finishing the 2017 season ranked inside the world's top 10 in doubles and qualifying for the WTA Finals alongside Barty, ended her professional career on a high in early 2018.



DESTANEE AIAVA (Vic)

A first ITF title on international soil and a Fed Cup debut were highlights for the promising Aiava, who also won the AO Wildcard Play-off in December 2017.



NICK KYRGIOS (ACT)

Finished 2017 ranked inside the world's top 30 for a third consecutive year and won his first ATP title on Australian soil at the Brisbane International in January 2018.



MATTHEW EBDEN (WA)

In an impressive return from a knee injury, the Western Australian climbed to a career-high ranking after reaching maiden ATP final and scoring a first top 20 Grand Slam win at AO2018.



JOHN MILLMAN (Qld)

A Davis Cup debut and reaching a first ATP singles final in April 2018 were highlights as the Queenslander set new career-high rankings in both singles and doubles.



ALEX DE MINAUR (NSW)

A Davis Cup debut followed a breakout Australian summer. After a semifinal run in Brisbane and runner-up finish in Sydney, consistent results helped the promising teen break into world's top 100.



JOHN PEERS (Vic)

Peers became the first Australian to win back-to-back ATP Finals doubles titles in November 2017, confirming his status as one of the world's best alongside Finnish partner Henri Kontinen.



THANASI KOKKINAKIS (SA)

Made an encouraging return from injury, making a first ATP singles final in Los Cabos and posting a career-best win over world No.1 Roger Federer in March 2018.

KEY STATS

7

AUSTRALIAN WOMEN SET CAREER-HIGH SINGLES RANKINGS INSIDE TOP 200

10

AUSTRALIAN WOMEN SET CAREER-HIGH DOUBLES RANKINGS INSIDE TOP 200

5

AUSTRALIAN MEN SET CAREER-HIGH SINGLES RANKINGS INSIDE TOP 200

11

AUSTRALIAN MEN SET CAREER-HIGH DOUBLES RANKINGS INSIDE TOP 200

GRAND SLAM MAIN DRAW DEBUTS

Alexei Popyrin (Australian Open 2018)
Isabelle Wallace (French Open 2018)

MEN CAREER-HIGH SINGLES RANKINGS INSIDE TOP 200

Matthew Ebden (No.51, June 2018)
John Millman (No.58, May 2018)
Alex De Minaur (No.77, June 2018)
Akira Santillan (No.144, November 2017)
Marc Polmans (No.167, May 2018)

WOMEN CAREER-HIGH SINGLES RANKINGS INSIDE TOP 200

Ash Barty (No.16, January 2018)
Daria Gavrilova (No.20, August 2017)
Arina Rodionova (No.116, October 2017)
Lizette Cabrera (No.134, October 2017)
Destanee Aiava (No.147, September 2017)
Priscilla Hon (No.164, June 2018)
Jaimee Fourlis (No.199, June 2018)

MEN CAREER-HIGH DOUBLES RANKINGS INSIDE TOP 200

John-Patrick Smith (No.52, September 2017)
Matt Reid (No.60, September 2017)
Marc Polmans (No.68, October 2017)
Andrew Whittington (No.74, January 2018)
Jordan Thompson (No.77, October 2017)
Alex Bolt (No.81, January 2018)
Bradley Mousley (No.94, January 2018)
Luke Saville (No.113, January 2018)
Bernard Tomic (No.114, July 2017)
Max Purcell (No.147, June 2018)
John Millman (No.165, June 2018)

WOMEN CAREER-HIGH DOUBLES RANKINGS INSIDE TOP 200

Ash Barty (No.5, May 2018)
Monique Adamczak (No.44, February 2018)
Daria Gavrilova (No.45, September 2017)
Storm Sanders (No.63, October 2017)
Jessica Moore (No.75, June 2018)
Priscilla Hon (No.91, April 2018)
Ellen Perez (No.92, June 2018)
Lizette Cabrera (No.142, June 2018)
Naiktha Bains (No.151, June 2018)
Alison Bai (No.178, May 2018)



DYLAN ALCOTT AND HEATH DAVIDSON (Vic)

Teamed up to win the Australian Open 2018 quad wheelchair doubles title, their first Grand Slam together. Alcott also won the Australian Open quad wheelchair singles for a fourth consecutive year.

► **RIVALRY AND FRIENDS:**

Daria Gavrilova and Ash Barty embrace after meeting in the Sydney International 2018 semifinals.



AUSTRALIAN WOMEN RISING

For the first time in 29 years, three Australian women finished a season ranked inside the world's top 50.

Ash Barty ended the 2017 season as Australia's top-ranked woman at No.17, followed by Daria Gavrilova (No.25) and Sam Stosur (No.41). It was the highest year-end representation of Australian women in the upper echelon of the rankings since 1989.

"No question there's a really positive vibe in Australian women's tennis right now. And I think it's come off the back of a number of outstanding results from our top women," said Nicole Pratt, Tennis Australia's Head of Women's Tennis.

"Nothing compares to players doing well at the top of the game. A lot of our players are seeing others achieve success and then believing they can do it as well."

► **SPIRITED END:**

Sam Groth teamed with Lleyton Hewitt to reach the AO2018 doubles quarterfinals in his final professional tournament.



FOND FAREWELLS

Australian tennis bid farewell to two fan favourites in early 2018, with Sam Groth and Casey Dellacqua both announcing their retirements.

Groth, winner of the Newcombe Medal in 2015, played his final professional event at Australian Open 2018. The 30-year-old, who reached a career-high singles ranking of No.53 and doubles ranking of No.24 in 2015, finished with a spirited quarterfinal run in doubles alongside Davis Cup teammate Lleyton Hewitt.

Casey Dellacqua finished her stellar career after Australia's Fed Cup tie win in Canberra in February 2018. Professional highs for the 33-year-old, who retired while still ranked inside the world's top 10 in doubles, included Australian Open fourth-round runs in 2008 and 2014. She retired as a Grand Slam mixed doubles champion (French Open 2011) and a seven-time Grand Slam women's doubles finalist. Her career high rankings were No.26 in singles (achieved in 2014) and No.3 in doubles (set in 2016).



► **RECOGNISED:** Coach Greg Crump, middle with Australian junior representatives Finn Broadbent and Riley Dumsday, was honoured for his dedication to growing wheelchair tennis.

CRUMP HONOURED

Tennis Australia coach Greg Crump received the International Tennis Federation's Brad Parks Award, the most prestigious award in wheelchair tennis, in 2018.

"To receive an award of this calibre is something I could never have imagined, and I'm honoured to be recognised in this way," Crump said.

"When I first started in the sport, more than 30 years ago, there was limited support and recognition for athletes with disabilities. In my time at Tennis Australia I've seen a massive growth in accessibility to the sport, recognition of the athletes and a major increase in funding for wheelchair sports, not just in tennis but across the spectrum."



AN AUSSIE ICON

Evonne Goolagong Cawley received a Companion in the General Division of the Order of Australia (AC) in a special ceremony at Rod Laver Arena during Australian Open 2018. The seven-time Grand Slam singles champion also received the Philippe Chatrier Award, the International Tennis Federation's highest honour recognising her contributions to tennis, at Roland Garros 2018. Goolagong Cawley remains actively involved in encouraging more Indigenous Australians to play.

AUSTRALIAN TENNIS HALL OF FAME

Two-time Australian Open mixed doubles champion Jan Lehane O'Neill, a former top 10 player and a four-time Australian Open singles finalist, was inducted into the Australian Tennis Hall of Fame during Australian Open 2018.

Australian Tennis Hall of Fame inductees

- 2018: Jan Lehane O'Neill
- 2017: Beryl (Penrose) Collier
- 2016: Rex Hartwig
- 2015: David Hall
- 2014: Kerry (Melville) Reid
- 2013: Judy Dalton
- 2012: Ken Fletcher
- 2011: Owen Davidson
- 2010: Mark Woodforde, Todd Woodbridge
- 2009: Wendy Turnbull
- 2008: Pat Rafter
- 2007: Mark Edmondson
- 2006: Daphne Akhurst
- 2005: Australian Open Centenary
- 2004: Brian Tobin
- 2003: Pat Cash
- 2002: Mervyn Rose, Thelma (Coyne) Long
- 2001: Mal Anderson, Nancye (Wynne) Bolton
- 2000: Ken McGregor
- 1999: Australia inducted into the International Tennis Hall of Fame
- 1998: John Newcombe, Tony Roche, Lesley (Turner) Bowrey, Adrian Quist
- 1997: Fred Stolle, Jack Crawford, Gerald Patterson
- 1996: Frank Sedgman, John Bromwich, Sir Norman Brookes, Ashley Cooper, Harry Hopman
- 1995: Lew Hoad, Ken Rosewall
- 1994: Roy Emerson, Evonne Goolagong Cawley, Neale Fraser
- 1993: Rod Laver, Margaret (Smith) Court



HONOUR AND EXCELLENCE

The Australian Tennis Awards recognise and celebrate outstanding achievements in the sport, both on the world stage and locally.

The Australian tennis community applauded with pride as Ash Barty won the 2017 Newcombe Medal, a prestigious award to recognise Australia's most outstanding elite tennis player and ambassador.

After returning from an 18-month hiatus from the sport, Barty finished the 2017 season ranked inside the world's top 20 in both singles and doubles.

"It's been a really special year," Barty said after edging out John Peers, Daria Gavrilova, Jordan Thompson and Nick Kyrgios for the award.

The humble Queenslander, who won her first WTA singles title as well as three doubles title during her stellar 2017 season, was quick to acknowledge it was a team effort.

Barty paid credit to coach Craig Tyzzer, who earlier in the night won the Coaching Excellence - High Performance award.

"Starting with the boss, Tyzze, what we've been able to achieve this year is pretty amazing," she said.

"Starting from zero last year and 18 months later we're here."

Barty also thanked fitness coach Narelle Sibte, before offering a touching tribute to doubles partner Casey Dellacqua.

"She's my best mate but I don't think she quite understands how much of a massive impact she's had on my life," Barty said of Dellacqua.

"Bringing me back into the sport to be honest, she started the ball rolling again to finish unfinished business in doubles.

"Case is my best friend, my mum on tour, my shoulder to cry on through many times and she helped me through my darkest days."

Former Victorian Premier John Cain was awarded the Spirit of Tennis Award, recognising his contribution and support in the construction of Melbourne Park three decades ago.

► COMMUNITY UNITED:
Past, present and future professionals come together for the Australian Tennis Awards.

▼ SHARED SUCCESS:
The highest individual honour in Australian tennis is a team effort for 2017 Newcombe Medallist Ash Barty.

A SPECIAL NIGHT

This gala evening at Melbourne's Crown Casino unites the Australian tennis community. Produced by Tennis Australia's Production team, with Tina Arena the guest performer. As well as celebrating our top-performing athletes, outstanding volunteers and achievements at a grassroots level are also recognised.



AUSTRALIAN TENNIS AWARDS 2017 WINNERS

Newcombe Medal:
Ashleigh Barty, Qld

Spirit of Tennis Award:
John Cain, Vic

Coaching Excellence - High Performance:
Craig Tyzzer, Vic

Coaching Excellence - Club:
Helen Rice, SA

Coaching Excellence - Talent Development:
Luke Bourgeois, NSW

Female Junior Athlete of the Year:
Destanee Aiava, Vic

Male Junior Athlete of the Year:
Alex De Minaur, NSW

Most Outstanding Athlete with a Disability:
Archie Graham, Qld

Volunteer Achievement Award:
James Edwards, WA

Most Outstanding 35+ Tennis Senior:
Ros Balodis, ACT

Excellence in Officiating:
Emma Walter, ACT

Most Outstanding Club:
Boroondara Tennis Centre, Vic

Most Outstanding Australian Ranking Tournament:
Melbourne Wheelchair Tennis Open 2017, Vic

Most Outstanding Professional Tournament:
Mildura Grand Tennis International 2017, Vic

Most Outstanding School:
Riverton Primary School, WA

WORLD-CLASS Events

Major events showcase the sport to an ever-growing audience and help generate more interest in the game.

743,667

FANS ATTENDED AUSTRALIAN OPEN 2018, A NEW TOURNAMENT RECORD

87,438

FANS ATTENDED COOPERS SATURDAY - A TOURNAMENT RECORD FOR A SINGLE DAY

1 million +

FANS ATTENDED EVENTS ACROSS THE AUSTRALIAN SUMMER

► **MAJOR MILESTONES:**
The Australian Open is a glittering showpiece in the tennis calendar.

2017-18 HIGHLIGHTS

- The Australian Open celebrated 30 years at Melbourne Park
- Australia reached the Davis Cup semifinals in 2017 and our Fed Cup team earned promotion to the elite World Group
- The inaugural Laver Cup was the organisation's biggest event hosted overseas - and proved a great success.



SENSATIONAL SUMMER

Fans flocked to see the world's best players compete during the Australian summer of tennis, with more than one million attending events across the nation.

BRISBANE INTERNATIONAL

Nick Kyrgios won his first ATP title on home soil, while Elina Svitolina swept to the women's singles crown. Local fans had plenty to cheer for as Alex De Minaur surged to a first ATP semifinal and John Peers claimed the men's doubles title. A total of 90,552 fans attended the tournament's milestone 10th edition.

HOPMAN CUP

An impeccable performance from Roger Federer sealed victory for Switzerland in the 30th staging of the much-loved team event, which attracted a record total attendance of 106,424 at Perth Arena. Playing alongside Belinda Bencic, it marked 17 years since Federer last captured a Hopman Cup title for his nation.

SYDNEY INTERNATIONAL

Angelique Kerber and Daniil Medvedev claimed the singles titles, denying the spirited runs of Australians Ash Barty and Alex De Minaur to the respective women's and men's finals. The tournament welcomed 56,725 fans to Sydney Olympic Park.



FAST4 SHOWDOWN

Local favourites Nick Kyrgios and Lleyton Hewitt played Alexander Zverev and Grigor Dimitrov in a highly entertaining FAST4 Showdown at Ken Rosewall Arena in Sydney, showcasing Tennis Australia's innovative format during the Sydney International for the first time.

- ▲ **BRISBANE'S BEST:** Nick Kyrgios won his fourth ATP title – but first at home.
- ▲ **SYDNEY SUCCESS:** Germany's Angelique Kerber won the women's title.
- ▼ **HOME FAVOURITE:** Thanasi Kokkinakis helped attract record Adelaide crowds.



- ▲ **RECORD CROWDS:** Mastercard Hopman Cup welcomed a record 106,424 fans.
- ▼ **EARLY EXPERIENCE:** Kids Tennis Days introduce many young players to the game.

HOBART INTERNATIONAL

Belgian Elise Mertens created tournament history as she became the first woman to defend the Hobart title, claiming a new trophy honouring former Tasmanian player Angie Cunningham. A revamped site with a family focus and improved hospitality offerings boosted crowds in the event's 25th edition.

WORLD TENNIS CHALLENGE

Australians Thanasi Kokkinakis, John Peers and Mark Philippoussis combined with Henri Kontinen and Mansour Bahrami to win the 10th staging of this South Australian event. A record 14,801 fans attended, a 20 per cent increase on the event's previous best record.

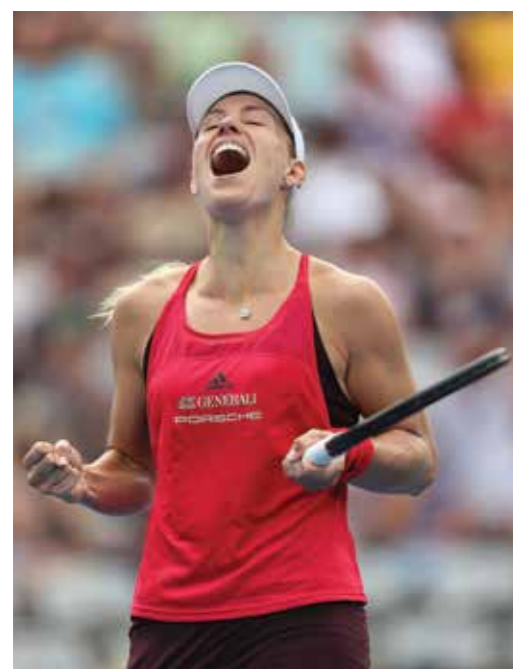
TIE BREAK TENS

Novak Djokovic, Rafael Nadal and Nick Kyrgios headlined the first Tie Break Tens exhibition event played at Margaret Court Arena in the lead-up to the Australian Open. Czech Tomas Berdych won the title with a convincing 10-5 win over Nadal in the final.

KIDS TENNIS DAYS

Held across all Australian Open Series events and culminating with 16,129 fans attending the sixth annual Kids Tennis Day on the eve of the Australian Open, these events offer family-friendly entertainment and a fun opportunity for young fans to experience tennis.

See Appendix One for full results



A MEMORABLE TOURNAMENT

There were new Grand Slam highs and many off-court highlights as memorable milestones were celebrated at another record-breaking Australian Open.

As the Australian Open celebrated 30 years at Melbourne Park, a record-breaking crowd enjoyed a memorable tournament. While a revamped hospitality offering and expanded off-court opportunities helped make the event more family-friendly than ever, tennis itself reached new heights. The on-court action was captivating as fan favourite Roger Federer swept to an unprecedented 20th Grand Slam men's singles title with a five-set victory over Marin Cilic in the final, and Caroline Wozniacki won her first in a high-quality women's final against a gallant Simona Halep.

17	AUSTRALIAN MAIN DRAW SINGLES COMPETITORS
72	NATIONS REPRESENTED ACROSS ALL EVENTS
745	PLAYERS ACROSS ALL EVENTS
\$55M	RECORD PRIZE MONEY POOL

"It's just a very special moment. Defending my title from last year, sort of the fairytale continues."

ROGER FEDERER

"Being here with the Australian Open trophy is something that is incredibly special to me... It's all about just enjoying the moment. Doesn't come around very often."

CAROLINE WOZNIACKI



► **LOCAL SHOWDOWN:** Australia's Olivia Rogowska and Jaimee Fourlis faced off in a Show Court Three first round battle.



EVER-GROWING BRAND

The Australian Open continues to evolve into one of the world's leading sports entertainment events.



AN AWARD-WINNING EVENT

The Australian Open was named Best International Sporting Event at the SPIA – Asia's Sports Industry Awards in November 2017, and received the bronze award for Best Sports Event Hospitality Offering of the Year.

"As the biggest sporting event in the world in January, and as the Grand Slam of the Asia Pacific, it's very gratifying to receive these two awards," Tennis Australia CEO Craig Tiley said.

"We have a fantastic team of people who help bring this world-class event to life each year, and this acknowledgement is a credit to all who make this a memorable tournament for players and fans."

505,443

AUSTRALIAN OPEN FIRST WEEK CROWD, A TOURNAMENT RECORD

87,438

FANS ATTENDED COOPERS SATURDAY – A TOURNAMENT RECORD FOR A SINGLE DAY

AO2018 HIGHLIGHTS

AO OPEN SESSIONS: Headline acts such as Rudimental, Tina Arena and Peking Duk helped widen the appeal of the event, with the AO Live Stage now a must-visit for music fans.

GRAND SLAM OVAL: Adding colour to the precinct, Grand Slam Oval celebrated the unique atmosphere of Grand Slam cities. Tokyo City was a new addition, recognising the event's Asia-Pacific roots.

AO BALLPARK: Providing family-friendly entertainment remains a key priority, with an expanded AO Ballpark at AO2018 proving a hit with young fans.

AO FESTIVAL: More than 55,000 fans attended the free AO Festival at Birrarung Marr, extending the event's reach and accessibility to the wider public.

AO FOOD: Fans had more choice than ever with the addition of extra family-friendly pop-up options and internationally acclaimed empires Rockpool Dining Group and Nobu enhancing premium offerings.

AO GAME: Hisense Arena hosted a National Basketball League match in the second week of the tournament, a world-first partnership for a Grand Slam that added extra value for fans.

▲ FAMILY FRIENDLY:

An expanded AO Ballpark was a hit with young fans.

► FAN SLAM:

Patrons enjoyed many AO initiatives at Melbourne Park.

ENGAGING FANS

The promotion and showcase of the sport through media platforms is an increasingly important way to engage and inspire fans.

MARKETING

'Don't miss a second' was the overarching campaign message for AO2018. It ran across television, radio, outdoor, cinema and digital channels, with a focus on interstate markets (particularly in Sydney) to continue to grow the event. Campaign messaging was segmented into two audience categories: Tennis lovers (accompanied with powerful player images and taglines) and event lovers (with softer messages around the experience).

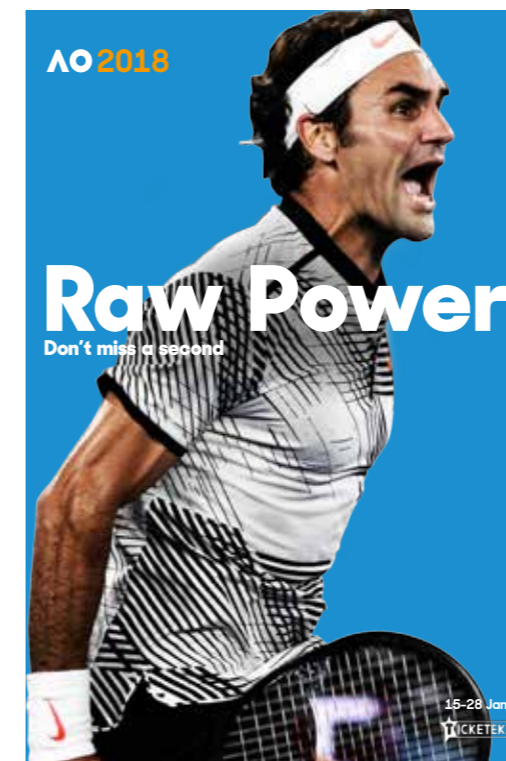
An innovative partnership with Facebook saw Chatbots used to sell tickets. Video and photo advertisements across Facebook promoted AO ticket sales, which then opened Messenger conversations prompting users to purchase. This tactic generated \$831,416 in revenue, with a 24.3x return on investment. Facebook is now using this as an international case study on how their platform can use artificial intelligence to generate significant commercial return.



The broadcast included more than 840 live matches, plus countless practice sessions and more behind-the-scenes action than ever before. A new suite of virtual scoring graphics enhanced the viewing experience for fans, as did an integration of statistics and analysis from the Tennis Australia Game Insight Group. The broadcast was shown in 220 territories with a reach of over 900 million.

▲ **WELL COVERED:** Tennis Australia's host broadcast delivers comprehensive coverage to 220 territories worldwide.

◀ **POWERFUL REACH:** AO campaign messaging reached key markets via multiple media platforms.



WEB AND SOCIAL MEDIA

Tennis Australia took over management of the *AusOpen.com* website in 2018, a positive long-term investment for the organisation.

Social media continues to be an area of substantial growth, with the Australian Open's audience now exceeding 4.5 million across all channels. Close to four million engagements on Instagram, over 26 million YouTube views and 19 million video views on Facebook were recorded during the tournament. AO Daily (Draw and Daily Schedule) sales were up 12.7 per cent year-on-year.

YEAR-ROUND STRATEGY

Tennis Australia's Communications team engages with tennis fans and Australian Open audiences year-round, not only in event periods. A collaborative approach helps promote the sport across all levels, including grassroots and community.

HOST BROADCAST

In the fourth year of managing the Australian Open host broadcast, Tennis Australia's comprehensive coverage set new standards.

NATIONAL HEROES

Our best athletes represent us with distinction on the world team stage.



DAVIS CUP

Australia's Davis Cup team came close to reaching a first final since 2003, with a spirited 2017 run ending with a 3-2 semifinal loss to Belgium on clay in Brussels. The team began its 2018 campaign on Australian soil, hosting Germany in Brisbane in February. The visitors, led by world No.4 Alexander Zverev, recorded a 3-1 win.

Team: Nick Kyrgios, John Peers, John Millman, Alex De Minaur, Jordan Thompson, Matthew Ebden, Lleyton Hewitt (captain), Jason Stoltenberg (coach).

2017-18 RESULTS

World Group semifinals (15-17 September 2017): Belgium d Australia 3-2, Brussels, Belgium.

World Group first round (2-4 February 2018): Germany d Australia 3-1, Brisbane, Australia.

FED CUP

Australia's Fed Cup team posted victories in two home ties in 2018 to win promotion to the elite eight-nation World Group for 2019. It marks a return to the competition's top tier for the first time since 2015.

Team: Ash Barty, Daria Gavrilova, Casey Dellacqua, Sam Stosur, Destanee Aiava, Alicia Molik (captain), Nicole Pratt (coach).

2017-18 RESULTS

World Group II first round (10-11 February 2018): Australia d Ukraine 3-2, Canberra, Australia.

World Group I Play-off (21-22 April 2018): Australia d Netherlands 4-1, Wollongong, Australia.

JUNIOR DAVIS CUP

Australia's 16 and under Junior Davis Cup team finished third at the Asia/Oceania qualifying tournament, earning entry to the finals in September 2018.

Team: Chen Dong (Qld), Tai Sach (Qld), Cooper White (Vic), Chris Mahony (captain).

JUNIOR FED CUP

Australia's 16 and under Junior Fed Cup team also qualified for the 2018 finals, winning the Asia/Oceania qualifying tournament in Malaysia in April.

Team: Olivia Gadecki (Qld), Annerly Polous (ACT), Anastasia Beresov (NSW), Emma Doyle (captain).

WORLD TEAM CUP

The largest Australia team since 2007 competed at the BNP Paribas World Team Cup in the Netherlands in June 2018. The Quad team won the title for the second time in three years.

Men's team: Ben Weekes (NSW), Keegan Oh-Chee (NSW), Henry De Cure (SA), Martyn Dunn (Vic)

Quad team: Dylan Alcott (Vic), Heath Davidson (Vic)

Juniors team: Finn Broadbent (Vic), Riley Dumsday (Vic), Saalim Naser (Vic)

See Appendix Two for full results

◀ **SPIRITED:** Australia reached the Davis Cup World Group semifinals for the second time in three years.

▼ **A HAPPY RETURN:** Australia's Fed Cup team celebrated a return to the competition's top tier.



EXCITING INNOVATION

A new event honouring Australian legend Rod Laver was the talk of the tennis world in 2017 – and Tennis Australia played a pivotal part in its delivery.



Born from a Roger Federer idea to recognise the outstanding achievements of Australian Rod Laver, the Laver Cup is a new annual team event pitting Europe's best players against their Team World counterparts. The inaugural event was held in Prague, Czech Republic from 22-24 September 2017, with Nick Kyrgios and Thanasi Kokkinakis (alternate) included in the six-member Team World.

This innovative addition to the tennis calendar also marked Tennis Australia's biggest involvement in the staging and hosting of an event internationally.

"It shows we are a global organisation now," says Craig Tiley. "It has been great for us in a business sense and also in developing the skills of our staff."

The American city of Chicago hosted the second edition in September 2018.

"I'm thrilled that the likes of Roger Federer, Rafael Nadal and others compete for such a beautiful trophy in my honour. When I look at the Laver Cup I'm so proud to have my name on it."

ROD LAVER

▶ **AUSSIE STAR:** Nick Kyrgios brought unique energy to Team World.

▼ **NEW GROUND:** The Laver Cup honours history with a forward-thinking approach.

▼ **INAUGURAL CHAMPS:** Team Europe was the first to triumph at the Laver Cup.



SUSTAINABLE *Future*

Commercial returns from growing revenue streams provides additional income to invest into grassroots participation and ensure the long-term viability of Australian tennis.

► **FANFARE:**
Record crowds and audiences create a positive flow-on effect for tennis.

727 MILLION

HOURS WATCHED OF AO2018 GLOBALLY

63 PER CENT

GROWTH IN DOMESTIC AUSTRALIAN
OPEN DIGITAL AUDIENCES

2017-18 HIGHLIGHTS

- A new domestic media rights deal with Channel Nine is the biggest in the organisation's history
- Record-breaking ticket sales, hospitality and travel revenue streams boosted onsite revenue at AO2018
- Kia extends long-standing partnership to 2023, making it the largest sport sponsorship in Australia



COMMERCIAL GROWTH

Income streams, including media rights, partners, tickets, hospitality and merchandise, produced a record revenue in 2017-18.

MEDIA RIGHTS

Fans around the world tuned into Australian Open 2018. A total of 727 million hours were watched globally, 79 per cent coming from live coverage. The US drew the largest viewership outside of Australia, with 95.9 million hours, followed by China and Japan. Combined, the four countries made up 53 per cent of the global audience.

The 2018 tournament marked Seven Network's last after more than 40 years as the domestic broadcaster. With more than 11 million Australians reached during the fortnight, it won the ratings every single night, with the final day recording a 42 per cent market share and 3.3 million viewers. Digital audiences grew 63 per cent to a record 93.6 million minutes watched.

Hyeon Chung's history-making run at AO2018 set new records in South Korea. His last three matches attracted over 4.1 million viewers; with 2.4 million alone watching his semifinal on JTBC and Fox Sports. The previous record for the most watched tennis match was 153,000 viewers.

European audiences grew 20 per cent to 188 million hours viewed, with the UK, Germany and Romania attracting nearly 40 per cent of the

total. The women's final improved 171 per cent, with 1.3 million viewers on Eurosport Romania.

Audiences in the US remained strong. Both singles finals attracting circa 500,000 viewers each on ESPN, in spite of the time difference. This compares with the average viewership of the US Open itself of 900,000 viewers in its own market. Juan Martin del Potro's return to form saw Argentina's viewers grow 63 per cent to top Latin American ratings.

It was also a record year for the AO Series globally in the second year of long-term

NEW HIGHS:
Hyeon Chung's history-making AO run attracted ratings records in his native South Korea.



CATERING FOR ALL:
Patrons enjoyed a range of hospitality options at AO2018, including for the first time Rockpool.

DRIVING GROWTH:
Rafael Nadal launched the Kia fleet ahead of the company's five-year renewal as major partner.

STRENGTH IN NUMBERS:
Record AO crowds elevated a range of revenue streams.

agreements that sees them aired on the same networks as the AO. These events generated 76.3 million hours, up eight per cent YOY. This compares with 55.8 million in 2016 when distributed separately. International viewership has grown from 13 per cent in 2016 to 47 per cent in 2018.

Long-term agreements were signed in China with national broadcaster CCTV, and provincial networks Shanghai TV, Beijing TV and Guangdong TV, incorporating the AO and for the first time the AO Series. An expanded and extended agreement was also reached with beIN Sports in the Middle East and Northern Africa until 2024.

As exclusive media rights distributor of the Laver Cup, TA concluded agreements with 24 television networks reaching 192 territories. These included some of the biggest names in world sport: ESPN, Fox Sports, Sky Sports, beIN Sports, TVE Spain, Tennis Channel, Eurosport and SuperSport.

A new landmark domestic media rights deal was signed with the Nine Network in March, the \$300 million, five-year deal from 2020 to 2024 is the biggest in the organisation's history. A one-year extension was signed in June, bringing forward the beginning of the deal to 2019.

MARKETING PARTNERSHIPS

The long-term renewal of Kia as the Australian Open's major partner headlined a record year in revenue from our family of sponsors. Kia, who has been the tournament's major partner since 2002, extended their sponsorship deal to 2023. It is now the longest major sponsor in the tournament's history and the largest sponsorship deal in Australian sport.

This year also marked Rolex's first of their 10-year new agreement, cementing the Australian Open as a key property in their global sponsorship portfolio. This relationship was further boosted by the performance of Roger Federer, one of their marquee ambassadors, on the court.

Virtual advertising was rolled out again exclusively into China with travel partner C-Trip and Mastercard, among others. This ongoing content innovation has helped frame new multi-million dollar partnerships for AO2019.

New partners for Australian Open 2018 included Country Road, Ganten, Barilla, Vegemite, Milk, NGV, Disney and Schweppes. Partner activations onsite reached new heights with the Mastercard Beach Club (inclusive of a pool) setting a new benchmark.

ONSITE REVENUE

Record revenue was generated from ticketing, hospitality and travel at AO2018.

With 15 restaurants onsite, hospitality offerings expanded with the addition of world-renowned Nobu and Australia's own Rockpool. The inaugural AO Chef Series at The Glasshouse attracted some of the world's best chefs, including Michelin-star and MBE Angela Hartnett, continuing to build the premium offerings for patrons and partners. Luxury offerings, such as Founders Club and on-court seating garnered international attention with Hollywood stars Will Smith and Will Ferrell among patrons enjoying the experiences.

Top-performing international markets were the United States, New Zealand, United Kingdom, China and Japan, with the full sector growing by 41 per cent year-on-year.



A TEAM *Effort*

As the sport grows, so does the committed team helping to deliver positive outcomes.

612

TENNIS AUSTRALIA TEAM MEMBERS

46 per cent

FEMALE WORKFORCE

88 per cent

RETENTION RATE OF AO2017
TEAM MEMBERS

► GREET WITH A SMILE:
A dedicated team helped
make AO2018 a success



2017-18 HIGHLIGHTS

- 63 service awards, totalling 500 years of service, presented to Tennis Australia team members
- The introduction of a diversity and inclusion team to make the sport more welcoming, accessible and inclusive
- Ash Barty appointed National Indigenous Tennis Ambassador.

A WORKPLACE OF CHOICE

Dedicated team members are the heart and soul of the organisation.

PEOPLE AND CULTURE

As at 30 June 2018, Tennis Australia employee numbers were:

389	TENNIS AUSTRALIA FULL-TIME AND PART-TIME TEAM MEMBERS
151	MEMBER ASSOCIATION FULL-TIME AND PART-TIME TEAM MEMBERS
243	TOTAL CASUAL WORKFORCE ACROSS BOTH TENNIS AUSTRALIA AND MEMBER ASSOCIATIONS

AO2018

1303	AUSTRALIAN OPEN TEAM MEMBERS
292	HOST BROADCAST TEAM MEMBERS
360	AUSTRALIAN OPEN BALLKIDS
400	AUSTRALIAN OPEN OFFICIALS

AOS 2018 and other major events

811	VOLUNTEERS AT AUSTRALIAN OPEN SERIES
401	HOST BROADCAST TEAM MEMBERS
277	AUSTRALIAN OPEN SERIES OFFICIALS
335	AUSTRALIAN OPEN SERIES BALLKIDS
162	VOLUNTEERS AT DAVIS CUP AND FED CUP TIES
43	BALLKIDS AT DAVIS CUP AND FED CUP TIES

Total workforce

5167	TEAM MEMBERS
------	--------------

Retention rate of the Australian Open workforce was 88 per cent, with 75 service awards presented during AO2018:

YEARS OF SERVICE	RECIPIENTS
10 YEARS	45
15 YEARS	12
20 YEARS	7
25 YEARS	6
30 YEARS	5

Service awards presented to Tennis Australia employees in 2017-18:

YEARS OF SERVICE	RECIPIENTS
5 YEARS	38
10 YEARS	16
15 YEARS	7
20 YEARS	1
25 YEARS	1

To help create a workplace employees strive to be part of, the People and Culture team has introduced a range of initiatives, programs and benefits.

Serving Your Success: This reward and recognition program encourages peer-to-peer recognition for team members that demonstrate Tennis Australia's values and behaviours. More than 50 per cent of employees were rewarded through the program.

Serving Your Health: Our health and wellbeing program delivers a range of activities, services and seminars across 12 months of the year to ensure our team members can perform at their best. The program delivers against four pillars – body, soul, mind and life. The annual health and wellbeing day in April saw 197 participants take part in 50 activities, services and seminars.

Learning and Development: 382 participants took part in 29 professional development workshops offered throughout 2017-18, which focused on each of the Tennis Capability Framework key competency areas. A comprehensive, individualised Leadership Development program also invests further into the organisation's leaders.

Engagement Survey: Employee engagement is a critical focus area given our people are our most important asset. Employee engagement is a key measure of our internal workforce and we use these insights to enhance our culture, brand and customer experience. Our annual survey conducted in April had a response rate of 94 per cent, with engagement up three per cent year-on-year.

▲ COMMITTED: A high retention rate of Australian Open team members reflects positively on workplace culture.



Pay It Forward: This initiative encourages employees to apply for a \$1000 grant to support a charity or community group of their choice. Eight grants were issued during 2017-18.

DIVERSITY AND INCLUSION

This new team was created to connect more people to the sport through embracing differences and making tennis welcoming, accessible and inclusive to all members of society. The focus is on:

- Understanding the diversity of participants and team members
- Embedding inclusion into tennis offerings and creating pathways to increase participation for underrepresented groups
- Providing inclusive education, information and resources
- Promoting the diversity and inclusiveness of Tennis Australia
- Creating strategic partnerships

Targeted underrepresented groups include: People with disability (physical disability, wheelchair tennis, intellectual disability, deaf or hard of hearing and blind or vision impaired), older adults (65+), Aboriginal and Torres Strait Islanders, Australia's multicultural communities and people who identify as LGBTI.

Highlights: Appointing Ash Barty as National Indigenous Tennis Ambassador and her visit to the Tiwi Islands, introduction of first National Indigenous Tennis Carnival, received \$250,000 from Movement Disorder Foundation to increase opportunities for children with disability and distribution of 44 AO Community Grants to underrepresented groups.

CUSTOMER SUPPORT

The customer support team provides caring, curious and committed year-round service via five channels: phone, email, live chat, self-help and social media. During 2017-18 there were over 142,260 enquires, with 21,462 of these from AO2018 (an increase of 90 per cent from AO2017).

Customer Experience: An AO Help squad at AO2018 helped create positive first impressions, assist customers and improve queue experiences with surprises and delights. It is part of the overall vision of delivering seamless customer experiences. Both Net Promoter Score (NPS) and customer satisfaction level were above Nielsen's benchmark for major sporting events.

Other initiatives included customer journey mapping, creating centralised information and customer service workforce training reinforcing the 'make it memorable' customer promise.

LEGAL

The Legal team supports the business in achieving company objectives. In support of delivering world-leading sports and entertainment events, the legal team negotiated, prepared and finalised contractual arrangements with multiple partners, broadcasters, contractors and suppliers. Notable activities included:

- Working closely with the Media Rights team to secure Nine Network as the new domestic partner commencing in the summer of 2019.
- Assisting the Marketing Partnership team to renew Kia's major partner agreement while securing a number of new agreements including Country Road, Vegemite and Barilla.

DEDICATED TEAM

A shared desire to achieve best outcomes unites the organisation's departments.

LEGAL

The Legal team also negotiated and prepared various agreements and provided legal advice to the Member Associations and the tennis team. Notable activities included:

- Supporting the development of new tennis stadium construction projects across the country, including the Marrara Tennis Centre in Darwin and the Memorial Drive Tennis Centre redevelopment in Adelaide.
- Assisting with preparations to expand the sporting schools program into secondary schools.
- Securing athlete support services to ensure athletes are given the opportunity to focus on both their tennis development and overall wellbeing.

INFORMATION TECHNOLOGY

Australian Open: Following the departure of IBM in 2017, Tennis Australia re-engaged Florida-based company Sports Media Technology (SMT) as scoring and data services provider for AO2018. With services delivered as expected, a good foundation is built for the future.

Wi-Fi infrastructure deployed within Melbourne Park precinct for AO2018 grew 10 per cent, with a particular focus on ensuring new areas such as Tennis HQ media centre, player occupied spaces within Rod Laver Arena redevelopment and the National Tennis Centre had coverage. This provided access to 46,500 unique registered users and a further 310,000 unregistered patrons. Quantitative data collected provided valuable insights into behaviours and patterns of patrons within precinct.

Core applications and systems delivering services throughout the event remained resilient, with no outages experienced. Reviewing event management systems and its suitability or viability in future is an ongoing priority.

Project Services: The team is constantly reviewing and implementing processes and procedures that ensure value and efficiency is provided to the organisation. In consultation with the business, a central and unified Project Services Team was established to ensure all technology-related projects within Tennis Australia are delivered efficiently, consistently and ensure a smooth transition from project delivery to an operational model.

Security and risk management: Information and cyber security continues to be a strong focus, ensuring protection from external security threats. The annual testing regime continues to provide improvement opportunities in an ever-changing technology environment. The Information Security Management System (ISMS) continues to be revised as the cyber and digital landscapes evolve. A further three security policies have been developed, increasing the number of overall policies to 14. Information security is acknowledged and treated as a business risk and according to a Marsh cyber security maturity assessment (Tennis Australia's Insurance Broker), TA scored above the average benchmark.

SAFETY AND RISK MANAGEMENT

Safety: Tennis Australia's Safety Management System continues to evolve and meet the needs of national complex regulatory conditions. It was recently benchmarked against new Occupational Health and Safety Management International Standard ISO 45001, which replaces existing standard AS 4801.

A record low safety incidents were recorded during AO2018, with no notifiable incidents to any statutory authority for the fourth year in succession. Tennis Australia has recorded no lost time injuries in the past 28 consecutive months.

Risk: The introduction of Riskware, a risk management software, assists the business in recording, monitoring and reporting on enterprise-wide risk in accordance with ISO 31000:2009. This also includes crisis management and business continuity software, which mitigates the effects of unplanned failures which could impact operations. New risk categories have been introduced for evaluating identified risks and standardisation of effective controls.

FINANCE

The Finance team continue to partner with the business to provide professional and dedicated support to all departments throughout Tennis Australia as well as deliver financial accounting and shared services to the Member Associations. The increased capability in the team has meant a keen focus on providing commercial analysis, active financial management and process improvement in order to support the broader teams in delivering their budget objectives as well as meeting all the required compliance obligations.

The procurement team have continued to make a positive impact as they work closely with the business to drive policy adherence and deliver cost-savings across the organisation.

We have recently engaged a new partner to deliver a three-year rolling Internal Audit program and also support the impact analysis of the new accounting standards that will be in effect in the next financial year. Planning is also underway to identify and provide a scope for a new end-to-end financial system that will drive greater efficiency and enable improved and simplified service offerings to the business.

The team played a valued role in the AO and AO Series events by administering prizemoney, this service was well recognised by the players and officiating staff.

EXECUTIVE LEADERSHIP TEAM

(at 30 June 2018)



CRAIG TILEY
*BSc Economics
BA Business Management
MS Kinesiology (ABD)*
**Chief Executive Officer since 2013
Australian Open Tournament Director since 2006**

Joined Tennis Australia in 2005 as Director of Tennis. Previously US National Coach of the Year in 1999 and 2003, South African Davis Cup captain from 1998-2001, and worked at the University of Illinois. Inducted into the US Collegiate Hall of Fame in 2010.



DAVID ROBERTS
B.Bus, CPA
Chief Financial & Operating Officer since 2012

Joined Tennis Australia in 1997 as Director of Corporate Services and previously worked with Kraft Foods Ltd and Robe John & Associates Pty Ltd.



RICHARD HEASELGRAVE
*MA (Leisure Management)
BA (German and Spanish)*
Chief Revenue Officer since 2014

Joined Tennis Australia in 2014. Previously worked at The Football League London, NBA, UEFA, International Sportsworld Communicators and Anheuser-Busch.



ANNA LIVINGSTON
*BA Commerce (Human Resources & Industrial Relations)
MS Law (Employment & Labour Law)*
Chief Diversity & People Officer since 2017

Joined Tennis Australia in 2012, previously Human Resources Manager and General Manager of Performance. Formerly worked at Newell Rubbermaid, PrintSoft: Australia Post, Trident International Holdings and Bosch.



DARREN PEARCE
Chief Communications Officer since 2009

Joined Tennis Australia in 2007 as Media Manager. Formerly worked at Channel Nine News Melbourne, ABC News and Current Affairs South Australia, ABC News Melbourne and Victoria WIN TV.



TOM LARNER
B Bus, CA
Chief Operations Officer since 2013

Joined Tennis Australia in 2006 as a Strategic Analyst and is a former Manager of Tennis Operations and Tennis Queensland Chief Executive Officer. Previously worked with Royal Bank of Scotland and PricewaterhouseCoopers.



JACQUIE MANGAN
LLB (Hons), BA
General Counsel since 2013

Joined Tennis Australia as Senior Legal Counsel in 2011. Previously worked as a Senior Associate at Middletons.



ANN WEST
Graduate Diploma Sports Management
Head of Integrity and Compliance since 2016

Joined Tennis Australia in 2000 as General Manager of Participation and from 2005-2016 was Business Operations Manager.



PAUL CAMMACK
BA Hons (European Business and German)
Director of Participation since 2016

Joined Tennis Australia in 2010 as National Infrastructure Manager, having worked as a Community Tennis Officer with Tennis Queensland since 2006. Previously worked with Bartercard and Petrolic Consultants Ltd. Also a qualified tennis coach and club volunteer.

TENNIS AUSTRALIA BOARD

(at 30 June 2018)



**JAYNE HRDLICKA
(PRESIDENT AND CHAIR)**

MBA, BA (Economics and Mathematics)
Director, Tennis Australia since 2016

A lifetime tennis player and mother of two aspiring high-performance players, Hrdlicka is CEO of The a2 Milk Company. The former CEO of Jetstar Group and Qantas Group's Loyalty program, from 2010-2016 she was a non-executive director at Woolworths and is currently a member of Scotch College School Council, Melbourne & Olympic Parks Trust, UN Women Private Sector Leadership Advisory Council and Royal Aeronautical Society.



**HAROLD MITCHELL AC
(VICE PRESIDENT AND DEPUTY CHAIR)**

Director, Tennis Australia since 2008

Melbourne-based and with a background in media business, Mitchell understands the impact that sport, and in particular the Australian Open, has on the city's culture. He is a board member with Australia Sino One Hundred Year Agricultural And Food Safety Partnership Limited, New York Philharmonic, and Crown Resorts Ltd. Mitchell is Chair of the Premier's Job and Investment Panel, Australia and Indonesia Centre, Chair of The Florey Institute of Neuroscience and Mental Health, and Free TV Australia.



ELIZABETH MINOGUE

Bachelor of Business, Marketing
Director, Tennis Australia since 2016

Minogue grew up playing tennis in country New South Wales, sparking a lifelong love of the game. A social player, her four children also participate in the sport. She attended Grand Slams while working with Fox Sports in the USA and is passionate about sports content across all platforms. Currently Executive General Manager Media & Content for The REA Group, she previously worked with Multi Channel Network and the Seven Network. Minogue is a member of Australian Institute of Company Directors and Deputy Chair of the Interactive Advertising Bureau.



GREG HUTCHINSON

*Grad Dip (Sports Physiotherapy)
BAppSc (Physiotherapy) (Hons)*
Director, Tennis Australia since 2015

A club patron of the Alexander Park Tennis Club in Perth and former Tennis West President, Hutchinson enjoys tennis for its social and athletic benefits. Hutchinson, who plays three to four times a week, is CEO of Sonic HealthPlus Pty Ltd and a director of Sonic Clinical Services Pty Ltd.



DIANE GRADY AM

MBA, MA (Chinese Studies), BA (Hons)
Director, Tennis Australia since 2016

Grady began playing tennis as a five-year-old in Scottsdale, Arizona. Her love of the sport was a key factor in a move to Australia in 1979 and she continues to be involved in a grassroots level. She is a full-time non-executive director with 24 years of experience on major public company and not-for-profit boards, and is currently a director of Macquarie Group, Grant Thornton, Chair of The Hunger Project Australia, and a member of the Advisory board of Heads Over Heels. Previous directorships include Woolworths, Lend Lease, BlueScope Steel, Goodman Group, Spotless, Sydney Opera House, President of Chief Executive Women, and Chair of Ascham School.



KEN LAFFEY

Director, Tennis Australia since 2014

Laffey has a lifetime of involvement in the tennis industry as a player, professional coach, qualified official, administrator, facility builder and owner, facility operator, tournament promoter, tournament director and referee of state and national titles. He was a Tennis Queensland director between 1999 and 2014, serving as president from 2009 to 2014.



GRAHAM BRADLEY AM

*BA LLB (Hons)
LLM Harvard Law School*
Director, Tennis Australia since 2016

A lifelong devoted fan who plays at least twice a week, Bradley can recall watching his Davis Cup heroes on a black and white television. He is chair of GrainCorp, EnergyAustralia Holdings, Virgin Australia International Holdings and Infrastructure NSW and a director with State Library of NSW Foundation and Ensemble Theatre. Bradley is also non-executive chair of HSBC Bank Australia and a member of AICD Corporate Governance Council and UNSW Business School Council.



JANICE VAN REYK

*FAICD, CPA
M Comm, M Env, LLB(Hons), BA*
Director, Tennis Australia since 2017

Van Reyk is Tennis Australia's nominated representative with Melbourne & Olympic Parks Trust and a non-executive director with Lochard Energy Group, Australian Naval Infrastructure, Citywide Services and Victorian Ports Corporation Melbourne. She is also an independent member of Vic Roads' risk audit and governance committee and the NT Environment Protection Authority.



PETER ROBERTSON

B. App Science (Maths), MAICD
Director, Tennis Australia since 2017

Robertson began playing junior tennis on the Sunshine Coast and represented the region at both junior and senior level. He was a committed fixture player in both regional and metro zones, and a regular player in tournaments and events throughout Queensland, NSW and the USA. Robertson has a great love for the game and is passionate about the role sport can play in building community. He is a director with Renard Developments, Kawana Holdings, Golf Central BNE, Sleepy's and EC Partners. He was a Tennis Queensland director from 2010 to 2017.

OFFICE BEARERS

Craig Tiley, Chief Executive Officer
David Roberts, Company Secretary

MEMBER DELEGATES

Member Associations are represented by the following at Tennis Australia's AGM and at Strategic Forums:

ACT

Dan Bisa

NSW

Wayne Pascoe
Trudy Vonhoff

NT

David De Silva

SA

Kent Thiele
Philip Roberts

TAS

Philip Bowden
Martin Turmine

VIC

Emma Sherry
Mark Da Silva

WA

Wayne Firms
Jan Truscott

QLD

Mark Bloomfield
Nadeena Whitby

CORPORATE GOVERNANCE STATEMENT

TENNIS AUSTRALIA – THE COMPANY AND GOVERNANCE STRUCTURE

Tennis Australia (TA) is a not-for-profit Company limited by guarantee and registered in Victoria. The Company's purpose is to grow, manage, promote and showcase the game of tennis domestically and represent Australia's tennis interests internationally. The Australian Open is owned and organised by TA each year at Melbourne Park. The Members of TA are the six state and two territory tennis associations also known as the Member Associations (MAs).

BOARD CHANGES

At the Annual General Meeting (AGM) on 23 October 2017, Ken Laffey and Peter Robertson were elected to the Board for a three-year term. At the first Board Meeting held post the AGM, Jayne Hrdlicka was elected as President for a three-year term.

COMPOSITION OF THE BOARD OF DIRECTORS

The Board comprises up to nine Directors of whom six are elected by the MAs at a General Meeting and up to three elected by the Directors at a Board meeting. All Directors are independent of simultaneous MA affiliation while they serve on the Board. The President is to be elected by the Board from a field of sitting Directors.

ACTIVITIES OF THE BOARD AND DIRECTORS

The Board of Directors is responsible for guiding and monitoring the Company, its strategic direction, setting its goals for management, and monitoring performance against these goals. The Board met 10 times during the year and received reports from the Chief Executive Officer (CEO) and other members of staff where appropriate. The names and qualifications of Directors are shown on pages 48-49 and a record of attendance at the meetings

held during the year and other relevant data for the Directors is shown in the Directors' report. See pages 56-57.

THE ROLE OF THE CEO

The responsibility for the management and administration of the Company is undertaken by the CEO, who reports directly to the Board. While it is primarily the responsibility of the CEO to ensure that suitably qualified and experienced personnel are retained, the Board is made aware on a continuous basis of any changes in key personnel and the quality of replacement staff to ensure that the Executive Team is appropriately qualified and sufficiently experienced to discharge its responsibilities.

TA AUDIT AND RISK COMMITTEE

The Board has an Audit and Risk Committee that includes Janice van Reyk (Chair), Greg Hutchinson, Ken Laffey and David McGregor (external). The role of the Committee is to assist the Board in discharging its responsibilities for financial reporting, risk management, maintaining an internal control system and addressing matters of Corporate Governance. The Audit and Risk Committee achieves this through overseeing the annual budget process, the financial reporting process and interacting with management and the external auditors on behalf of the Board.

TA'S PEOPLE AND REMUNERATION COMMITTEE

TA's Remuneration Committee consists of Graham Bradley (Chair), Greg Hutchinson, Elizabeth Minogue and Jayne Hrdlicka. The People and Remuneration Committee determines matters affecting the terms and conditions of employment of the CEO and senior executives of the Company and oversees the Company's normal salary review process. The Committee also oversees the company's People and Culture Policies.

TA'S INVESTMENT ADVISORY COMMITTEE

The Board has appointed an Investment Advisory Committee to assist and manage its investment policy and to monitor the company's funds. The Committee also has a responsibility to evaluate and monitor the risk factors within the investment environment, recognising the Board's policy of risk aversion and its position as trustee of company's funds. The Committee consists of Harold Mitchell (Chair), Graham Bradley, Ken Laffey, David Roberts and Craig Tiley.

GOVERNANCE AND NOMINATIONS COMMITTEE

The Nominations Committee, consisting of Diane Grady (Chair), Peter Robertson and Elizabeth Minogue, manages the Board evaluation process including the evaluation of prospective Board members. As well, the Committee addresses Board governance in line with the corporate principles of governance and integrity.

TA'S RELATIONSHIP WITH MAS

Although the MAs are members of TA they are more involved in certain activities than normal Company shareholders as they implement many of TA's programs and activities. The Board of Directors adopts a policy of continuous disclosure with members via a phone call briefing and the circulation of a Board meeting executive summary to all MA Representatives following each meeting. Further, the CEO conducts regular meetings with the CEOs of each MA as well as Tennis Participation staff at MA level. The Board and CEO meet at least twice a year with the MA Presidents and Member Representatives in a strategic planning forum. In addition, the President has provided regular written updates and feedback to all of the Directors of each MA.



SAFEGUARDING THE TENNIS COMMUNITY

All Directors, committee members, selectors, executives, managers and employees are expected to adhere to a code of conduct, acting with the utmost integrity and objectivity, striving at all times to enhance the reputation and performance of the Company. They are required to declare any conflict of interest, perceived or otherwise, they may have in matters before the Board or Committees as appropriate. They may not vote on, or participate in the debate on, matters in which they have a conflict and, where appropriate, they must absent themselves from meetings featuring discussions and votes on that issue. As the only members in the Company

are the eight MAs, trading in company securities is not applicable.

TA has a Member Protection Policy, Code of Conduct, Code of Behaviour for Tournaments and Weekly Competitions, TA Disciplinary Policy, TA Social Media Policy and TA Privacy Policy to protect all members of the tennis community.

▲ **PICTURESQUE:** The free AO Festival at Birrarung Marr extends the Australian Open's presence into Melbourne's CBD.

OFFICE BEARERS

PRESIDENTS

W.H. Forrest 1904–1909
P.B. Colquhoun 1909–1926
Sir N.E. Brookes 1926–1955
D.M. Ferguson 1955–1960
N.W. Strange OBE 1960–1965
C.A. Edwards OBE 1965–1969
W.V. Reid OBE 1969–1977
B.R. Tobin AM 1977–1989
G.N. Pollard AM 1989–2010
S. Healy 2010–2017
J. Hrdlicka 2017–

BOARD OF DIRECTORS (Since 23 May 1994)

G.N. Pollard AM 1994–2010
D.L. Nicholl AM 1994–2008
W. Beischer 1994–2008
J.G. Fraser OAM 1994–1997
A.R. Hicks 1994–1997
H.E. MacMillan 1997–2004
Ms A.R. Mitchell 1997–2008
J. Reynolds 1994–2003
A.J. Ryan 1994–2005
P. Ritchie AO 2004–2008
A. Cooper AO 2004–2014
D. Stobart 2005–2009
C. Freeman AM 2007–2017
S. Tanner 2007–2015
S. Healy 2008–2017
G. Holloway 2008–2013
H. Mitchell AC 2008–
Dr J. Young 2008–2016
B. Cossey AM 2009–2011
J.B. Fitzgerald OAM 2010–2013
J. Davies 2011–2014
P. Armstrong 2013–2016
Ms K. Pratt 2013–2016
W. Masur 2014–2015
K. Laffey 2014–
G. Hutchinson 2015–
Ms J. Hrdlicka 2016–
G. Bradley AM 2016–
Ms E. Minogue 2016–
Ms D. Grady AM 2016–
P. Robertson 2017–
Ms J. van Reyk 2017–

COUNCILLORS

(Since withdrawal of New Zealand on 30 June 1922)
(TA Council disbanded March 2006)
(Member representatives from March 2006)

NEW SOUTH WALES

B.C. Fuller 1926
M.H. Marsh 1926
R.C. Wertheim 1926–1933
P.W. Sandral 1926–1927
M. Mcl Duigan 1927–1930
H. Siminton 1930–1938
J. Clemenger OBE 1933–1938
G. Rennick 1938–1950
G. Cross 1938–1940
N.W. Strange OBE 1940–1960
A.W. Cobham 1950–1965
T.M. Kennedy 1960–1964
J.P. Young OBE 1964–1974
J.N. Watt 1966–1968
G.W. Sample 1968–1970
G.E. Brown 1970–1974
E.R. Stephens MBE 1974–1975
J.K. Hall OAM 1974–1979
C.E. Sproule OBE 1975–1977
W.V. Austin 1977–1983
G.N. Pollard AM 1979–1989
D.L. Nicholl AM 1983–2003
K.C. Sheel OAM 1989–1991
J.C. Whittaker OAM 1991–2007
M. Bergman OAM 2003–2006
S. Healy 2005–2010
H. Beck 2008–2013
M. Parslow 2010–2012
G. Doyle 2013–2018
W. Pascoe 2013–
T. Vonhoff 2018–

QUEENSLAND

F. Peach 1926
E. Martin 1926
L.A. Baker 1926–1949
W.S. Sproule 1926–1938
A.H. Barraclough 1938–1950
G.A. Bitcon 1949–1961
G. Elliot 1951–1959
R. Mitchell 1960–1965
C.A. Edwards OBE 1961–1962
Judge A.M. Fraser 1962–1979
N.C. Vickers MBE 1965–1975
G.E. Griffith 1975–1991
J.L.C. McInnes OAM 1979–1989
F.G. Hennessy 1989–1991

J.F. Brown 1991–1993
B.D. Thomas 1991–1992
G.E. Griffith 1992–1993
D.A. Keating OAM 1993–1999
J.C. Reynolds 1993–1994
I.C. Klug 1994–1996
J. Roney 1996–1997
S. Nucifora 1997–1999
M. Philp 1999–2004
A. Cooper AO 1999–2009
M. Ford 2004–2005
S. Ayles 2005–2007
I. Rodin 2008–2009
K. Laffey 2009–2014
D. Kingston 2010–2012
R. Rolfe 2012
P. Robertson 2013–2015
L. Taylor 2014–2015
M. Bloomfield 2014–
M. Whitbread 2015–2016
N. Whitby 2016–

SOUTH AUSTRALIA

W.P. Dunlop 1926
T.H. Hicks 1926
P.B. Wald 1926–1941
H.W. Pownall 1926–1930
E.F.K. Mclver 1930–1931
E. Lewis 1931–1938
Judge Piper 1938–1940
R.R.P. Barbour 1940–1954
D.M. Frankenberg 1941–1969
F.E. Piper 1954–1957
J.K. Hall OAM 1957–1968
W.H. Carlier 1968–1974
C.J. Woodgate 1970–1974
J.P. Young OBE 1974–1975
G.D. Fair 1974–1991
G.E. Brown 1975–1976
J.D.C. Nelson 1976–1977
W.H. Carlier 1977–1981
B.F. McMillan 1981–1984
R.J. Green 1984–1995
C.J. Altman 1991–1996
I.R. Beadmeade 1995–1997
D. Dall 1996–2005
K. Thiele 1997–
W. Cossey AM 2005–2015
P. Roberts 2015–

VICTORIA

S.E. Jamison 1926
R.M. Kidston 1924
W.J. Lampard 1924–1926
H. Malcolm 1926–1938
W.J. Daish 1926–1931

R.R. Treloar 1931–1934
C.R. Cowling 1934–1951
A.R. Bingle 1938–1941
A.L. Hughes 1941–1947
J.K. Hall OAM 1947–1949
R.N. Vroland 1950–1964
W.B. Barnett 1951–1957
J.J. Courtney 1958–1968
Dr J.N. Diggle 1964–1978
I.R. Carson 1968–1975
J.P. Young OBE 1975–1980
Dr J.G. Fraser OAM 1978,
1980–1996
Dr J.L. Foster 1978–1980
K.W. Howard 1980–1985
H.E. MacMillan 1985–2004
P. Bellenger 1996–2003
D. Stobart 2003–2014
G. Stone 2004–2011
M. Keys 2012–2014
G. Clark 2014–2018
M. Da Silva 2015–
Ms E. Sherry 2018–

TASMANIA

A.H. Bunting 1926
H.S. Utz 1926
E.B. Coles 1926–1929
G. Cragg 1926–1934
Sir T. Nettleford 1929–1947
W.H. Walker 1934–1965
D.M. Ferguson 1947–1955
J.T. Tomasetti 1955–1965
W.V. Reid OBE 1965–1969
N.A. Feaser AO MBE 1969–1974
B.R. Tobin AM 1965–1977
V. Holloway OAM 1974–1981
A.J. Ryan 1977–2005
E.C. Stewart 1981–1982
M. McMullen 1982–1992
J. Barrenger 1992–1993
W.J. Fitzgerald 1993–2003
R. Munro 2003–2007
G. Holloway 2005–2008
P. Armstrong 2007–2013
P. Bowden 2008–
A. Youl 2013–2018
M. Turmine 2018–

WESTERN AUSTRALIA

L.M. Howell 1926
R. Eagle 1922
H.G. Jefferson 1922–1926
E.D. Gilchrist 1926–1930
H.A. Pitt CMG OBE 1926–1954
T.E. Robinson 1930–1964

Justice E.A. Dunphy 1954–1968
Judge J.X. O'Dirscoll 1964–1969
G.B. Davis 1968–1969
J. Loughrey 1969–1990
J. Heathcote 1972–1976
B.S. Sanders 1976–1982
H.M. Spilsbury 1982–1995
A.R. Hicks 1990–1996
Ms A.R. Mitchell 1995–2008
D.P. Rundle 1996–1998
M. Lee OAM 1998–2008, 2012
J. Davies 2008–2012
D. Williams 2008–2012
G. Hutchinson 2012–2015
W. Firns 2012–
W. Harding 2015–2017
J. Truscott 2018–

AUSTRALIAN CAPITAL TERRITORY

G.C. Scott 1980*
G.R. Gordon 1980–1984*
R.F. Smalley 1984–1989*,
1989–1993
D.K. Barker 1993–2001
C. Mason 2001–2005
T. Lane 2005–2006
B. Lilburn 2006–2010
J. Cattle 2011–2015
D. Bisa 2015–

NORTHERN TERRITORY

M.F. Horton OAM 1981–1989*,
1989–2001
Ms S. Smiles 2001–2008
W. Martin 2008–2017
D. De Silva 2017–

**Observer status at council meetings.*

HONORARY TREASURERS

L.M. Howell 1925
H.G. Jefferson 1925–1926
W.J. Daish 1926–1931
R.R. Treloar 1931–1934
D.M. Ferguson 1935–1953
J.K. Hall OAM 1953–1961
T.M. Kennedy 1961–1968
J.K. Hall OAM 1968–1979
J.L.C. McInnes OAM 1979–1997

HONORARY SECRETARIES

T.M. Hicks 1904–1926
H. Malcolm 1926–1933

COMPANY SECRETARIES

A.H. Barraclough 1933–1938
J.F. Fullarton 1938–1951
J.A.C. Andrew 1951–1979
C.C. McDonald AM 1979–1987
T.J. Dohnt 1987–1997
D.A. Roberts 1997–

TENNIS AUSTRALIA NATIONAL AWARD FOR SERVICE TO THE GAME

1997

Kevin Bolton
David Bierwirth
Bill Carlier
Dr John Diggle
Jim Entink
Graeme Fair
Dorn Fogarty OAM
Ron Green
Geoff Kerr
John McInnes OAM
Max McMullen
Harry Spilsbury
John Young OBE

1999

Ian Occleshaw

2001

Max Atkins
Bill Gilmour
John Newcombe AO OBE
Tony Roche AO
Max Horton OAM

2003

Jack May
Colin McDonald
Barry McMillan

2004

Peter Bellenger

2005

Dennis Dall
Hamish MacMillan
Todd Woodbridge OAM

2006

Ian Basey
Lindsay Cox
Mike Daws
Jim Sheppard
Colin Stubs

2007

Alan Trengove
Judy Dalton

2008

William (Bill) Beischler
Fenton Coull
David Hall OAM
David Jude
Andrea Mitchell

2009

Ken Richardson
Carol Langsford OAM

2011

Malcolm (Mal) Anderson
Brian Grace
Michael Lee OAM

2012

Michael (Mick) Parslow
Ken Laffey

2015

Geoff Stone
Bill Cossey AM

2017

David Stobart

LIFE MEMBERS

John Andrew †
Sir Norman Brookes †
Bill Edwards OBE †
Donald Ferguson OBE †
Ken Hall OAM †
Viv Holloway OAM †
Harry Pitt CMG OBE †
Tony Ryan †
Fred Small †
Cliff Sproule OBE †
Harold Walker †
Roy Youdale †
Dr John Fraser OAM
Neale Fraser AO MBE
Brian Tobin AM
Wayne Reid OBE
Geoff Pollard AM
Ashley Cooper AM
Chris Freeman AM

† Deceased

TENNIS AUSTRALIA COMMITTEES (AS AT 30 JUNE 2018)

AUDIT AND RISK COMMITTEE

Janice van Reyk (Chair)
Greg Hutchinson
Ken Laffey
David McGregor (external)

INVESTMENT ADVISORY COMMITTEE

Harold Mitchell (Chair)
Ken Laffey
Craig Tiley
David Roberts
Graham Bradley

PEOPLE AND REMUNERATION COMMITTEE

Graham Bradley (Chair)
Greg Hutchinson
Elizabeth Minogue
Jayne Hrdlicka

GOVERNANCE AND NOMINATIONS COMMITTEE

Diane Grady (Chair)
Peter Robertson
Elizabeth Minogue

CONTRACT APPROVAL COMMITTEE

Greg Hutchinson
Harold Mitchell
Elizabeth Minogue

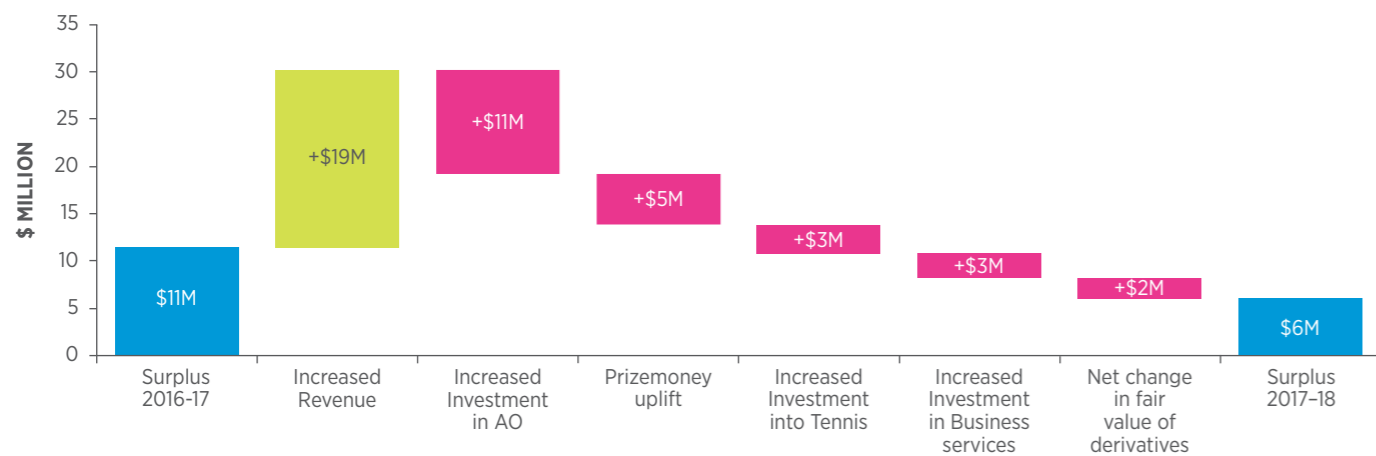
AO2018 REVIEW TEAM

Craig Tiley (Chair)
Tom Larner
Darren Pearce
David Roberts
Richard Healesgrave
Adrian Richardson
Scott Glover
Primož Trcek
Ann West

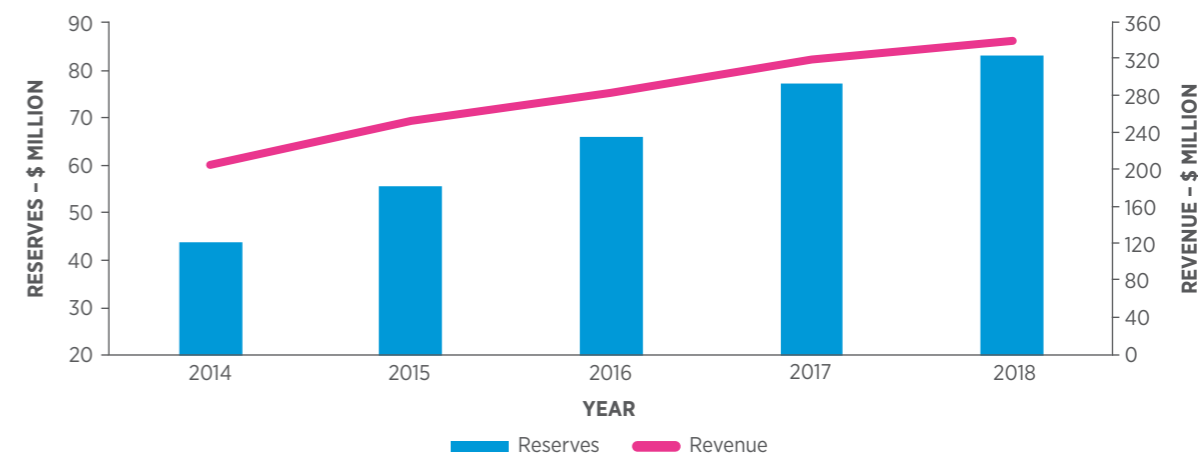
FINANCIAL REPORT

FOR THE YEAR ENDED 30 JUNE 2018

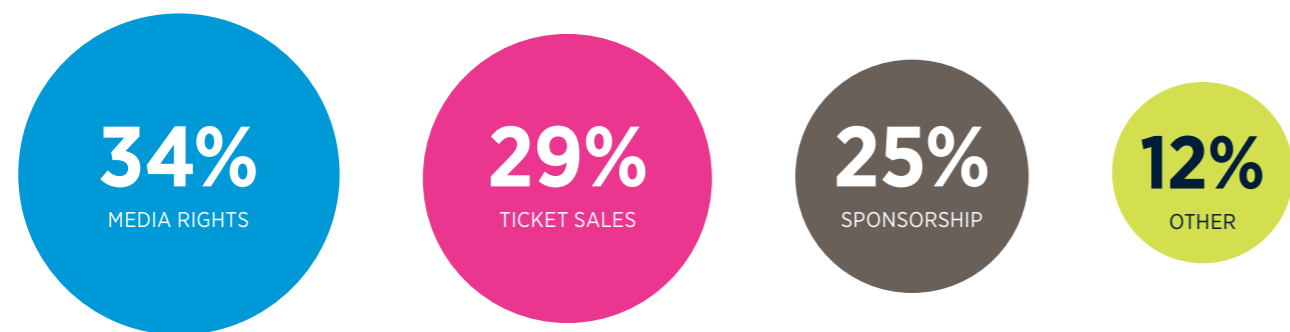
TENNIS AUSTRALIA RESULT 2016-17 TO 2017-18



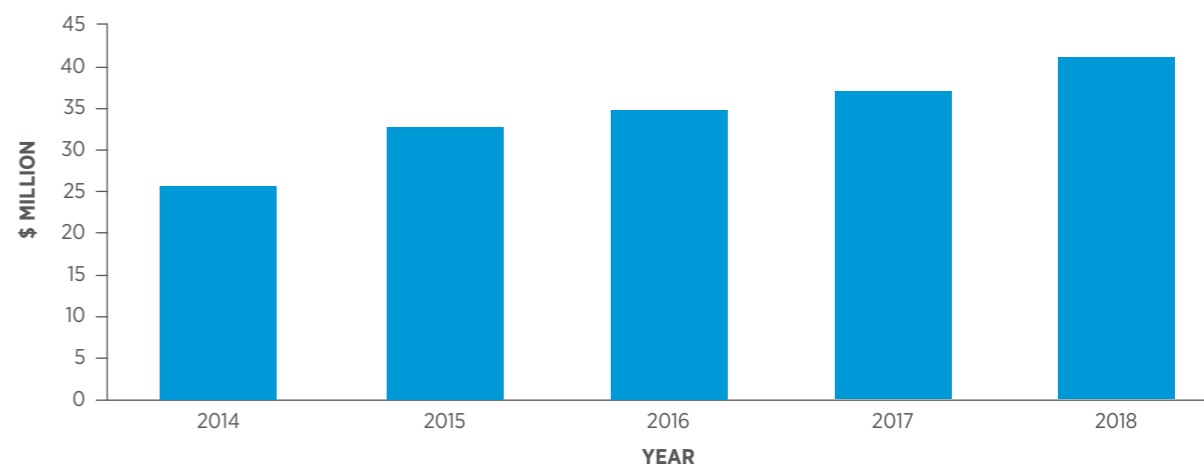
TENNIS AUSTRALIA RESERVES AND REVENUE



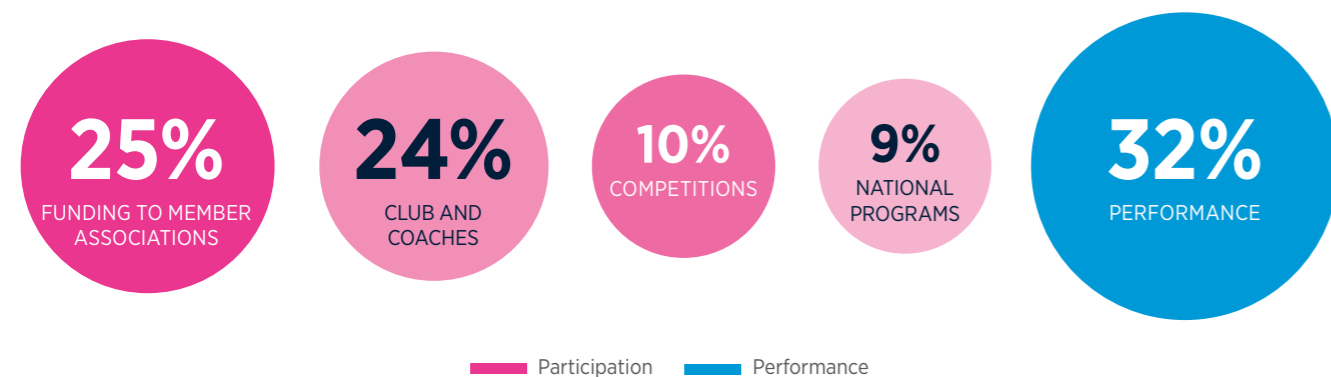
SOURCES OF REVENUE IN 2017-18



INVESTMENT IN PARTICIPATION - GRASSROOTS TENNIS



INVESTMENT IN TENNIS IN 2017-18



Participation Performance

DIRECTORS' REPORT

FOR THE YEAR ENDED 30 JUNE 2018

The Directors present their report together with the consolidated financial statements of the Group comprising of Tennis Australia Limited (the Company) and its subsidiary for the financial year ended 30 June 2018 and the auditor's report thereon.

1. DIRECTORS

The Directors of the Company at any time during or since the end of the financial year are:

President		
J Hrdlicka	Company Executive	Director since 2016
		President since 23 October 2017
C Freeman AM	Company Director	Director since 2007 (resigned 23 October 2017)
Vice-President		
H Mitchell AC	Company Director	Director since 2008 (VP since 2010)
Directors		
K Laffey	Company Director	Director since 2014
G Hutchinson	Company Director	Director since 2015
D Grady AM	Company Director	Director since 2016
E Minogue	Company Executive	Director since 2016
G Bradley AM	Company Director	Director since 2016
J van Reyk	Company Director	Director since 25 July 2017
P Robertson	Company Director	Director since 23 October 2017

2. DIRECTORS' MEETINGS

The number of Directors' meetings (including meetings of committees of Directors) and number of meetings attended by each of the Directors of the Company during the financial year are:

Director	Board meetings		Audit and Risk Committee meetings		Investment Advisory Committee meetings		People and Remuneration Committee meetings		Governance and Nominations Committee meetings	
	A	B	A	B	A	B	A	B	A	B
J Hrdlicka	10	10	2	-	1	-	2	2	2	1
C Freeman	3	3	1	1	-	-	-	-	1	1
H Mitchell	10	8	-	-	2	2	-	-	-	-
G Hutchinson	10	10	3	3	-	-	2	1	-	-
E Minogue	10	8	2	1	-	-	1	1	3	3
K Laffey	10	10	3	3	1	1	-	-	-	-
D Grady	10	10	-	-	-	-	-	-	3	3
G Bradley	10	8	-	-	2	2	2	2	-	-
P Robertson	7	7	-	-	-	-	-	-	2	2
J van Reyk	10	10	3	3	-	-	-	-	-	-

A - Number of meetings held during the time the Director held office during the year

B - Number of meetings attended

3. SHORT AND LONG-TERM OBJECTIVES AND STRATEGIES FOR ACHIEVING THOSE OBJECTIVES

The Group's objectives and strategies are as follows:

- ▶ Get more people playing tennis more often by making it easier to play
- ▶ Teach people to teach tennis
- ▶ Improve tennis facilities
- ▶ Ensure there are competitive opportunities for players of all levels
- ▶ Enable the development of champions that Australians are proud of through the fostering of player ethics and integrity
- ▶ Nurture an engaged, equal, diverse and inclusive workforce for the betterment of the organisation and the sport
- ▶ Innovate throughout all major events to ensure deep stakeholder and fan engagement
- ▶ Reinvest in the sport to fund strategic objectives
- ▶ Operate workplace health and safety practices to the highest standard.

4. PRINCIPAL ACTIVITIES

The principal activities of the Group during the course of the financial year were the promotion and development of the game of tennis in Australia, including the conduct and development of the Australian Open and its lead-in events as the financial platform for tennis in Australia, other tennis tournaments and youth development programs. These principal activities are consistent with the strategies that assist in achieving the short and long-term objectives of the Group.

5. PERFORMANCE MEASURES

The Group has a detailed annual Professional Development Review (PDR) process that ensures key performance indicators (KPI's) are set across all business units in the Group. These KPI's form the basis of the performance incentives provided to senior management. The two key areas of consideration relate to:

- ▶ The performance of the Australian Open and the Australian Open Series events
- ▶ The effectiveness of Performance and Participation programs.

6. OPERATING AND FINANCIAL REVIEW

The Group's net result for the year ended 30 June 2018 was a net surplus of \$6,022,865. This compares with a net surplus of \$11,349,800 for the year ended 30 June 2017. The decrease in net surplus is attributable to the accounting treatment of the market value of the derivatives, equity investment and one-off operational costs.

Significant changes in the state of affairs

In the opinion of the Directors there were no significant changes in the state of affairs of the Group that occurred during the financial year under review.

7. EVENTS SUBSEQUENT TO REPORTING DATE

In the interval between the end of the financial year and the date of this report there have been no events, items, or transactions of material or unusual nature likely, in the opinion of the directors of the Company, to significantly affect the operations of the Group, the results of those operations, or the state of affairs of the Group in future financial years.

8. LIKELY DEVELOPMENTS

The Directors do not anticipate any major changes in the basis of operations of the Group and the future results of those operations in subsequent financial years.

9. INDEMNIFICATION AND INSURANCE OF OFFICERS

Indemnification

The Company has agreed to indemnify the Directors of the Company against liabilities to another person (other than the Company or a related body corporate) that may arise from their position as Directors of the Company, except where the liability arises out of conduct involving a lack of good faith. The agreement stipulates that the Company will meet the amount of any such liabilities, including costs and expenses, to the extent of the Company's net assets as they exist at that time.

Insurance premiums

The Company has an insurance policy in place in respect of Directors' and officers' liability, legal expenses and insurance contracts, for current and former Directors and officers of the Company. In the current year the Company paid premiums totalling \$48,785 in respect of this policy (2017: \$50,582).

10. LEAD AUDITOR'S INDEPENDENCE DECLARATION

The Lead auditor's independence declaration is set out on page 81 and forms part of the Directors' report for the financial year ended 30 June 2018.

This report is made in accordance with a resolution of the Directors.



J. Hrdlicka
President

Dated at Melbourne this 24th day of August 2018.

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As at 30 June 2018

	Note	2018	2017
Assets			
Cash and cash equivalents	11	30,824,177	37,153,101
Trade and other receivables	12	11,717,017	8,173,511
Inventories	13	419,098	498,400
Other financial assets, including derivatives	14	57,507,863	46,693,604
Total current assets		100,468,155	92,518,616
Trade and other receivables	12	962,634	917,056
Equity-accounted investees	15	5,214,022	4,492,050
Intangible assets	16	2,121,392	1,843,439
Property, plant and equipment	17	8,955,394	6,874,652
Total non-current assets		17,253,442	14,127,197
Total assets		117,721,597	106,645,813
Liabilities			
Trade and other payables	18	13,605,750	13,177,613
Other financial liabilities, including derivatives	19	1,317,903	-
Employee benefits	20	8,002,303	6,581,983
Income received in advance	21	7,984,481	7,764,753
Total current liabilities		30,910,437	27,524,349
Employee benefits	20	547,222	510,131
Income received in advance	21	2,995,851	1,366,111
Total non-current liabilities		3,543,073	1,876,242
Total liabilities		34,453,510	29,400,591
Net assets		83,268,087	77,245,222
Members' equity			
Retained earnings		3,268,087	2,245,222
Reserves	22	80,000,000	75,000,000
Total members' equity		83,268,087	77,245,222

The consolidated statement of financial position is to be read in conjunction with the notes to the consolidated financial statements set out on pages 62 to 77.

CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

For the year ended 30 June 2018

	Note	2018	2017
Revenue from sale of goods	6	2,938,600	3,704,990
Revenue from operations & events	6	327,916,043	309,347,708
Other revenues from operating activities	6	204,623	201,545
Total revenue	6	331,059,266	313,254,243
Other income	7	6,242,597	5,226,981
Total revenue and other income		337,301,863	318,481,224
Operations & events expenses		(215,862,532)	(199,496,349)
Tennis expenses		(57,526,538)	(54,261,640)
Commercial expenses		(8,837,897)	(10,965,182)
Media & marketing expenses		(12,202,687)	(10,810,134)
Facility grants		(2,376,185)	(2,601,220)
Other expenses		(32,866,961)	(29,500,613)
Total expenses		(329,672,800)	(307,635,138)
Finance income	9	3,111,661	2,195,724
Finance costs	9	(2,534,685)	(964,849)
Net finance income	9	576,976	1,230,875
Share of loss of equity-accounted investee	15	(2,183,174)	(727,161)
Net surplus for the period		6,022,865	11,349,800
Other comprehensive income		-	-
Total comprehensive income for the period		6,022,865	11,349,800

The consolidated statement of profit or loss and other comprehensive income is to be read in conjunction with the notes of the consolidated financial statements set out on pages 62 to 77.

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

For the year ended 30 June 2018

	Facility development reserve	Player & participation development reserve	Business continuity reserve (renamed)	Retained earnings	Total equity
Balance at 1 July 2016	5,948,095	8,000,000	-	51,947,327	65,895,422
Total comprehensive income for the period					
Total other comprehensive income	-	-	-	-	-
Surplus for the period	-	-	-	11,349,800	11,349,800
Transfer to Business continuity reserve	(5,948,095)	(8,000,000)	75,000,000	(61,051,905)	-
Balance at 30 June 2017	-	-	75,000,000	2,245,222	77,245,222
Balance at 1 July 2017	-	-	75,000,000	2,245,222	77,245,222
Total comprehensive income for the period					
Total other comprehensive income	-	-	-	-	-
Surplus for the period	-	-	-	6,022,865	6,022,865
Transfer to Business continuity reserve	-	-	5,000,000	(5,000,000)	-
Balance at 30 June 2018	-	-	80,000,000	3,268,087	83,268,087

The previously named 'Board designated reserve' has been renamed to 'Business continuity reserve'.

The consolidated statement of changes in equity is to be read in conjunction with the notes to the consolidated financial statements set out on pages 62 to 77.

CONSOLIDATED STATEMENT OF CASH FLOWS

For the year ended 30 June 2018

	Note	2018	2017
Cash flows from operating activities			
Cash receipts from customers		370,513,854	359,768,196
Cash paid to suppliers and employees		(357,441,882)	(335,199,239)
Interest received		353,286	358,020
Net cash from operating activities	25	13,425,258	24,926,977
Cash flows from investing activities			
Net repayments from member/affiliate loans		16,327	317,539
Investment in other investments		(10,011,169)	-
Investment in equity-accounted investee	15	(2,610,046)	(2,669,634)
Acquisition of intangibles	16	(1,231,526)	-
Acquisition of property, plant and equipment	17	(5,917,768)	(3,555,879)
Net cash used in investing activities		(19,754,182)	(5,907,974)
Cash flows from financing activities			
Net cash from financing activities		-	-
Net decrease/ increase in cash and cash equivalents		(6,328,924)	19,019,003
Cash and cash equivalents at 1 July 2017		37,153,101	18,134,098
Cash and cash equivalents at 30 June 2018	11	30,824,177	37,153,101

The consolidated statement of cash flows is to be read in conjunction with the notes to the consolidated financial statements set out on pages 62 to 77.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

1. REPORTING ENTITY

Tennis Australia Limited (the "Company") is domiciled in Australia. The Company's registered office is at Batman Avenue, Melbourne, Victoria. These consolidated financial statements comprise the Company and its subsidiary (together referred to as the "Group"). The Company is limited by guarantee and is not for the profit of its members. The primary business of the Group is the promotion and development of tennis in Australia.

2. BASIS OF PREPARATION

(a) Statement of compliance

The consolidated financial statements are Tier 2 general purpose financial statements which have been prepared in accordance with Australian Accounting Standards – Reduced Disclosure Requirements adopted by the Australian Accounting Standards Board and the Corporations Act 2001. These consolidated financial statements comply with Australian Accounting Standards – Reduced Disclosure Requirements.

The consolidated financial statements were approved by the Board of Directors on 24 August 2018.

(b) Basis of measurement

The consolidated financial statements have been prepared on the historical cost basis except for derivative financial instruments and trading investments which are measured at fair value. The methods used to measure fair values are discussed further in Note 4.

(c) Functional and presentation currency

The consolidated financial statements are presented in Australian dollars, which is the Company's functional currency.

(d) Use of estimates and judgements

The preparation of consolidated financial statements in conforming with the AASBs requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised and in any future periods affected.

Information about significant areas of estimation uncertainty and critical judgements in applying accounting policies that have the most significant effect on the amount recognised in the consolidated financial statements are described in the following notes:

- ▶ Note 17 – property, plant and equipment (impairment assessment and determination of useful lives)
- ▶ Note 23 – operating leases (lease classification)

3. SIGNIFICANT ACCOUNTING POLICIES

The principal accounting policies adopted in the preparation of the consolidated financial report are set out below. These have been consistently applied to all periods presented in these consolidated financial statements.

(a) Basis of consolidation

Equity-accounted investee

The Group's interest in equity-accounted investee comprises of interest in an associate. Associates are those entities in which the Group has significant influence, but not control over the financial and operating policies.

Interests in associates are accounted for using the equity method. They are recognised initially at cost, which includes transaction costs. Subsequent to initial recognition, the consolidated financial statements include the Group's share of the profit or loss and other comprehensive income of equity-accounted investees, until the date on which significant influence ceases.

Subsidiaries

Subsidiaries are entities controlled by the Group. The Group controls an entity when it is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. The financial statements of subsidiaries are included in the consolidated financial statements.

Transactions eliminated on consolidation

Intra-group balances and transactions, and any unrealised income and expense arising from intra-group transactions are eliminated.

(b) Foreign currency transactions

Transactions in foreign currencies are translated at the foreign exchange rate at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at the balance sheet date are translated to Australian dollars at the foreign exchange rate ruling at that date. Foreign exchange differences arising on translation are recognised in the income statement. Non-monetary assets and liabilities that are measured in terms of historical cost in a foreign currency are translated using the exchange rate at the date of the transaction. Non-monetary assets and liabilities denominated in foreign currencies that are stated at fair value are translated to Australian dollars at foreign exchange rates ruling at the dates the fair value was determined.

(c) Financial instruments

(i) Non-derivative financial instruments

Non-derivative financial instruments comprise investments in equity and debt securities, trade and other receivables, cash and cash equivalents and trade and other payables.

Non-derivative financial instruments are recognised initially at fair value. Subsequent to initial recognition non-derivative financial instruments are measured as described below.

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(c) Financial instruments (continued)

(i) Non-derivative financial instruments (continued)

A financial instrument is recognised if the Group becomes party to the contractual provisions of the instrument. Financial assets are derecognised if the Group's contractual rights to the cash flows from the financial assets expire or if the Group transfers the financial asset to another party without retaining control or substantially all risks and rewards of the asset. Financial liabilities are derecognised if the Group's obligations specified in the contract expire or are discharged or cancelled.

Financial assets at fair value through profit or loss

A financial asset is classified at fair value through profit or loss if it is held for trading or is designated as such upon initial recognition. Financial assets are designated at fair value through profit or loss if the Group manages such investments and makes purchase and sale decisions based on their fair value in accordance with the Group's documented risk management or investment strategy. Attributable transaction costs are recognised in profit or loss when incurred. Financial assets at fair value through profit or loss are measured at fair value, and changes therein are recognised in profit or loss.

Financial assets designated at fair value through profit or loss comprise equity securities that otherwise would have been classified as available for sale.

Loans and receivables

Loans and receivables are financial assets with fixed or determinable payments that are not quoted in an active market. Such assets are recognised initially at fair value plus any directly attributable transaction costs. Subsequent to initial recognition, loans and receivables are measured at amortised cost using the effective interest method, less any impairment losses.

Cash and cash equivalents

Cash and cash equivalents comprise cash balances and call deposits with maturities of three months or less from the acquisition date that are subject to an insignificant risk of changes in their fair value, and are used by the Group in the management of its short-term commitments.

(ii) Derivative financial instruments

The Group holds derivative financial instruments to hedge its exposure to foreign currency risks arising from operating, financing and investing activities.

Derivative financial instruments are recognised initially at fair value. Subsequent to initial recognition, derivative financial instruments are stated at fair value through profit and loss. The gain or loss on re-measurement to fair value is recognised immediately in profit or loss.

The fair value of forward exchange contracts is their quoted market price at the balance sheet date, being the present value of the quoted forward price.

(d) Property, plant and equipment

(i) Recognition and measurement

Items of property, plant and equipment are measured at cost or deemed cost less accumulated depreciation (see below) and accumulated impairment losses. The cost of property, plant and equipment at 1 July 2004, the date of transition to AASBs, was determined by reference to its cost at that date.

Cost includes expenditures that are directly attributable to the acquisition of the asset. The cost of self-constructed assets includes the cost of materials, direct labour, the initial estimate, where relevant, of the costs of dismantling and removing the items and restoring the site on which they are located, and an appropriate proportion of production overheads. Purchased software that is integral to the functionality of the related equipment is capitalised as part of that equipment.

Where parts of an item of property, plant and equipment have different useful lives, they are accounted for as separate items (major components) of property, plant and equipment.

Any gain or loss on disposal of an item of property, plant and equipment (calculated as the difference between the net proceeds from disposal and the carrying amount of the item) is recognised in profit or loss.

(ii) Subsequent expenditure

Subsequent expenditure is capitalised only when it is probable that the future economic benefits associated with the expenditure will flow to the Group. Ongoing repairs and maintenance are expensed as incurred.

(iii) Depreciation

Items of property, plant and equipment are depreciated from the date that they are installed and are ready for use, or in respect of internally constructed assets, from the date that the asset is completed and ready for use.

Depreciation is calculated to write off the cost of property, plant and equipment less their estimated residual values using the straight line basis over their estimated useful lives. Depreciation is generally recognised in profit or loss, unless the amount is included in the carrying amount of another asset.

The estimated useful lives in the current and comparative years of significant items of property, plant and equipment are as follows:

▶ Plant and equipment	3-10 years
▶ Leasehold improvements	3-16 years
▶ Memorabilia	Indefinite

Depreciation methods, useful lives and residual values are reviewed at each reporting date and adjusted if appropriate.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(e) Intangible assets

(i) Recognition and measurement

Intangible assets that are acquired by the Group, which have finite useful lives, are measured at cost less accumulated amortisation and accumulated impairment losses.

(ii) Subsequent expenditure

Subsequent expenditure is capitalised only when it increases the future economic benefits embodied in the specific asset to which it relates. All other expenditure, including expenditure on internally generated goodwill and brands, is recognised in profit or loss as incurred.

(iii) Amortisation

Amortisation is recognised in profit or loss on a straight-line basis over the estimated useful life of intangible assets, other than goodwill, from the date they are available for use. The estimated useful life for the current and comparative periods are as follows:

▶ Domain names	Indefinite
▶ Trademarks	10 years
▶ Capitalised development cost	5 years
▶ Other	10 years

Amortisation methods, useful lives and residual values are reviewed each reporting date and adjusted if appropriate.

(f) Inventories

Inventories are measured at the lower of cost and net realisable value. The cost of inventories is based on the first-in first-out principle, and includes expenditure incurred in acquiring the inventories and bringing them to their existing location and condition. Net realisable value is the estimated selling price in the ordinary course of business, less the estimated costs of completion and estimated costs necessary to make the sale.

(g) Impairment

(i) Financial assets (including receivables)

A financial asset is impaired if there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset, and that the loss event(s) had an impact on the estimated future cash flows of that asset that can be estimated reliably.

An impairment loss in respect of a financial asset measured at amortised cost is calculated as the difference between its carrying amount, and the present value of the estimated future cash flows discounted at the original effective interest rate.

Individual significant financial assets are tested for impairment on an individual basis. The remaining financial assets are assessed collectively in groups that share similar credit risk characteristics.

All impairment losses are recognised in profit or loss.

An impairment loss is reversed if the reversal can be related objectively to an event occurring after the impairment loss was recognised, and this reversal is recognised in profit or loss.

(ii) Non-financial assets

The carrying amounts of the Group's non-financial assets, other than inventories, are reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists then the asset's recoverable amount is estimated. For intangible assets that have indefinite lives or that are not yet available for use, recoverable amount is estimated at each reporting date.

An impairment loss is recognised if the carrying amount of an asset or its cash-generating unit exceeds its recoverable amount. A cash-generating unit is the smallest identifiable asset group that generates cash flows that largely are independent from other assets and groups. Impairment losses are recognised in profit or loss. Impairment losses recognised in respect of cash-generating units are allocated first to reduce the carrying amount of any goodwill allocated to the units and then to reduce the carrying amount of the other assets in the unit (group of units) on a pro rata basis.

The recoverable amount of an asset or cash-generating unit is the greater of its value in use and its fair value less costs to sell. In assessing value in use, the estimated future cash flows are discounted to their present value using a discount rate that reflects current market assessments of the time value of money and the risks specific to the asset.

Impairment losses recognised in prior periods are assessed at each reporting date for any indications that the loss has decreased or no longer exists. An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortisation, if no impairment loss had been recognised.

(iii) Equity-accounted investees

An impairment loss in respect of an equity accounted investee is measured by comparing the recoverable amount of the investment with its carrying amount. An impairment loss is recognised in profit or loss, and is reversed if there has been a favourable change in the estimates used to determine the recoverable amount.

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(h) Employee benefits

(i) Long-term employee benefits

The Group's net obligation in respect of long-term service benefits is the amount of future benefit that employees have earned in return for their service in the current and prior periods. The obligation is calculated using expected future increases in wage and salary rates including related on-costs and expected settlement dates, and is discounted using the rates attached to Corporate bonds at the balance sheet date which have maturity dates approximating to the terms of the Group's obligations.

(ii) Short-term employee benefits

Short-term employee benefits are expensed as the related service is provided. A liability is recognised for the amount expected to be paid if the Group has a present legal or constructive obligation to pay this amount as a result of past service provided by the employee and the obligation can be estimated reliably.

(iii) Termination benefits

Termination benefits are expensed at the earlier of when the Group can no longer withdraw the offer of those benefits and when the Group recognises costs for a restructuring. If benefits are not expected to be settled wholly within 12 months of the end of the reporting period, then they are discounted.

(i) Provisions

A provision is recognised if, as a result of a past event, the Group has a present legal or constructive obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by discounting the expected future cash flows at a rate that reflects current market assessments of the time value of money and the risks specific to the liability.

(j) Revenue

(i) Sale of goods

Revenue from the sale of goods in the course of ordinary activities is measured at the fair value of the consideration received or receivable, net of returns and allowances, trade discounts and volume rebates. Revenue is recognised when persuasive evidence exists, usually in the form of an executable sales agreement, that the significant risks and rewards of ownership have been transferred to the buyer, recovery of the consideration is probable, the associated costs and possible return of goods can be estimated reliably, there is no continuing management involvement with the goods and the amount of revenue can be measured reliably. If it is possible that discounts will be granted and the amount can be measured reliably, then the discount is recognised as a reduction of revenue as the sales are recognised.

(ii) Rendering of services

Revenue from rendering of services is recognised in the profit or loss in proportion to the stage of completion of the transaction at reporting date. The stage of completion is assessed by reference to surveys of work performed.

(iii) Australian Open revenue

Under agreements entered into with Melbourne & Olympic Parks Trust, the Group is responsible for and is entitled to bring to account all of the income and expenditure for the Australian Open. This consolidated financial report includes the results from the 2018 Australian Open. Under the agreements a percentage of agreed revenue items are payable to the Melbourne & Olympic Parks Trust and has been accrued or paid during the current financial period. Where income is received in advance, the amount is deferred and recognised as revenue upon completion of the applicable Australian Open.

(k) Other income

Government grants

Grants that compensate the Group for expenses incurred are recognised as other income in the consolidated statement of comprehensive income when funding is received. Grants that compensate the Group for the cost of an asset are recognised in the income statement as other income on a systematic basis over the useful life of the asset.

(l) Lease payments

Payments made under operating leases are recognised in profit or loss on a straight-line basis over the term of the lease. Lease incentives received are recognised as an integral part of the total lease expense over the term of the lease.

(m) Finance income and finance costs

Finance income comprises interest income on funds invested, loans, dividend income and changes in the fair value of financial assets at fair value through profit or loss and foreign currency gains. Interest income is recognised as it accrues in profit or loss, using the effective interest method. Dividend income is recognised in profit or loss on the date that the Group's right to receive payment is established.

Finance costs comprise interest expense on borrowings, unwinding of the discount on provisions, foreign currency losses, changes in the fair value of financial assets at fair value through profit or loss and impairment losses recognised on financial assets.

Borrowing costs that are not directly attributable to the acquisition, construction or production of a qualifying asset are recognised in profit or loss using the effective interest method.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(n) Income tax

The income of the Company is exempt from income tax, and accordingly, no provision has been made in the accounts for income tax payable.

Withholding tax from other jurisdictions is provided when the liability is due and payable.

(o) Goods and services tax

Revenue, expenses, assets and liabilities are recognised net of the amount of goods and services tax (GST), except where the amount of GST incurred is not recoverable from the taxation authority.

Receivables and payables are stated with the amount of GST included. The net amount of GST recoverable from, or payable to, the ATO is included as a current asset or liability in the balance sheet.

Cash flows are included in the statement of cash flows on a gross basis. The GST components of cash flows arising from investing and financing activities which are recoverable from, or payable to, the ATO are classified as operating cash flows.

(p) Facility loans and Member Association loans

Member Association loans are secured and interest is payable over the term of the loan at the published 180 day bank bill swap rate. The rate is adjusted at six monthly intervals on 30 June and 31 December each year. Facility loans are repayable over a maximum of ten years with interest charged at the bank bill 180 day swap rate.

(q) New accounting standards and interpretations not yet adopted

The following accounting standards, amendments to accounting standards and interpretations have been identified as those which may impact the Group in the period of initial adoption. They were available for early adoption for the Group's annual reporting period beginning 1 July 2018, but have not been applied in preparing this financial report.

AASB 15 Revenue from Contracts with Customers becomes mandatory for the Group's financial statements for the period beginning on or after 1 January 2019 and establishes a comprehensive framework for determining whether, how much and when revenue is recognised. The standard replaces existing revenue recognition guidance. The Group does not plan to adopt this standard early and the extent of the impact is being assessed.

AASB 16 Leases mandatory for the Group's financial statements for the period beginning on or after 1 January 2019 and introduces a single, on-balance sheet accounting model for lessees. A lessee recognises a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments. There are optional exemptions for short-term leases and leases of low value items. Lessor accounting

remains similar to the current standard i.e. lessors continue to classify leases as finance or operation expenses. The Group does not plan to adopt this standard early and the extent of the impact is being assessed.

AASB 1058 Income of Not-for-Profit Entities becomes mandatory for the Group's financial statements for the period beginning on or after 1 January 2019 and establishes principles for NFP entities that apply specifically to transactions where the consideration to acquire an asset is significantly less than fair value principally to enable a NFP entity to further its objectives; and to volunteer services received. The Group does not plan to adopt this standard early and the extent of the impact is being assessed.

AASB 9 Financial Instruments becomes mandatory for the Group's financial statements for the period beginning on or after 1 January 2018 and could change the classification and measurement of financial assets. The Group does not plan to adopt this standard early and the Group does not expect a material impact to its consolidated financial statements on applying the classification and measurement requirements of AASB 9.

There are also other amendments and revisions to accounting standards and interpretations that have not been early adopted. These changes are not expected to result in any material changes to the Group's financial performance or financial position.

4. DETERMINATION OF FAIR VALUES

A number of the Group's accounting policies and disclosures require the determination of fair value, for both financial and non-financial assets and liabilities. Fair values have been determined for measurement and/or disclosure purposes based on the following methods. Where applicable, further information about the assumptions made in determining fair values is disclosed in the notes specific to that asset or liability.

(i) Intangible assets

The fair value of intangible assets is based on the discounted cash flows expected to be derived from the use and eventual sale of the assets.

(ii) Investments in equity and debt securities

The fair value of financial assets at fair value through profit or loss is determined by reference to their quoted bid price at the reporting date.

(iii) Trade and other receivables

The fair values of trade and other receivables are estimated at the present value of future cash flows, discounted at the market rate of interest at the measurement date. Short-term receivables with no stated interest rate are measured at the original invoice amount if the effect of discounting is immaterial. Fair value is determined at initial recognition and, for disclosure purposes, at each annual reporting date.

4. DETERMINATION OF FAIR VALUES (CONTINUED)

(iv) Forward exchange contracts

Forward exchange contracts are marked to market using listed market prices or by discounting the contractual forward price and deducting the current spot rate.

Where discounted cash flow techniques are used, estimated future cash flows are based on management's best estimates and the discount rate is a market related rate for a similar instrument at the balance sheet date. Where other pricing models are used, inputs are based on market related data at the reporting date.

(v) Derivatives

Derivatives are initially measured at fair value; any directly attributable transaction costs are recognised in profit or loss as incurred. Subsequent to initial recognition, derivatives are measured at fair value, and changes therein are generally recognised in profit or loss.

When a derivative is designated as the cash flow hedging instrument, the portion of change in the fair value of the derivative is recognised in profit or loss.

(vi) Inventories

The fair value of inventories acquired in a business combination is determined based on its estimated selling price in the ordinary course of business less the estimated costs of completion and sale, and a reasonable profit margin based on the effort required to complete and sell the inventories.

5. FINANCIAL RISK MANAGEMENT

The Group has exposure to the following risks from their use of financial instruments:

- ▶ Credit risk
- ▶ Market risk

This note presents information about the Group's exposure to each of the above risks, their objectives, policies and processes for measuring and managing risk and the management of capital. Further quantitative disclosures are included throughout this financial report.

The Board of Directors has overall responsibility for the establishment and oversight of the risk management framework. The Board has established the Audit & Risk Committee, which is responsible for monitoring risk management policies. The Committee reports regularly to the Board of Directors on its activities.

Risk management policies are established to identify and analyse the risks faced by the Group, to set appropriate risk limits and controls and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and the Group's activities. The Group, through its training and management standards and procedures, aims to develop a disciplined and constructive control environment in which all employees understand their roles and obligations.

Credit risk

Credit risk is the risk of financial loss to the Group if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Group's receivables from customers and investment securities.

Trade and other receivables

The Group's exposure to credit risk is influenced mainly by the individual characteristics of each customer. The demographics of the Group's customer base, including the default risk of the industry and country in which customers operate, has less of an influence on credit risk. Approximately 11 per cent (2017: 12 per cent) of the Group's revenue is attributable to transactions with a single customer.

The Group has established an allowance for impairment that represents its estimate of incurred losses in respect of trade and other receivables and investments. The main components of this allowance are a specific loss component that relates to individual exposures.

Market risk

Currency risk

The Group is exposed to currency risk on trade receivables and trade payables that are denominated in a currency other than the functional currency of the Group, being the Australian dollar (AUD). The currencies in which these transactions primarily are denominated are Euro and USD.

The Group hedged 73 per cent of all trade receivables and trade payables denominated in a foreign currency. The Group uses forward exchange contracts to hedge its currency risk, most with a maturity of less than one year from the reporting date. When necessary, forward exchange contracts are rolled over at maturity.

Interest risk

The Group adopts a policy of ensuring that at least 67 per cent of its interest rate risk exposure is at fixed-rates.

Other market price risk

Market risk exposure arises from the Group's investment portfolio. These investments are classified on the balance sheet at fair value through profit or loss. All investments present a risk of loss of capital. The maximum risk resulting from these investments is determined by the fair value of these investments.

The Board has established the Investment Advisory Committee, which monitors the mix of debt and equity securities in its investment portfolio based on market indices. Material investments within the portfolio are managed on an individual basis by the Fund Managers, who have discretionary power to make, buy and sell decisions, subject to being within the guidelines established with the Fund Managers.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

5. FINANCIAL RISK MANAGEMENT (CONTINUED)

Market risk (continued)

Other market price risk (continued)

The primary goal of the Group's investment strategy is to achieve optimum return relative to risk. The Group is assisted by external advisors in this regard. In accordance with this strategy, investments are designated at fair value through profit or loss because their performance is actively monitored and they are managed on a fair value basis.

Investment management

The Board has appointed the Investment Advisory Committee to monitor, on its behalf, the effectiveness of the investment process of the Group in achieving optimum return relative to risk. The Investment Advisory Committee's function is to:

- ▶ Make recommendations to the Board of Directors on the appointment of advisers on asset allocation, fund managers, and other service providers
- ▶ Review the performance of these advisors, fund managers and service providers
- ▶ Review and approve policies and procedures in relation to the company's investment strategy

- ▶ Provide a brief to asset allocation advisers and fund managers regarding acceptable levels of risk and projected financial performance
- ▶ Review recommendations from asset allocation advisers' and fund managers' and in accordance with the established policies and procedures, direct the company's investment strategies
- ▶ Review fund managers' reports on investment performance and outlook.

Capital management

The Company is a Company limited by guarantee. Under the Company's constitution, every member of the Company undertakes to contribute to the property of the Company in the event of the Company being wound up while they are a member, or within one year after they cease to be a member, for payment of the debts and liabilities of the Company contracted before the time they cease to be a member and of the costs, charges and expenses of winding up and for adjustment of the rights of the contributories among themselves, such amount as may be required, not exceeding \$100.

The Group is not subject to externally imposed capital requirements. There were no changes in the Group's approach to capital management during the year.

6. REVENUE

	2018	2017
Revenue from sale of goods	2,938,600	3,704,990
Revenue from operations & events	327,916,043	309,347,708
Other revenues:		
Interest received:		
Member Associations affiliated clubs	14,766	22,270
Other parties	189,857	179,275
	204,623	201,545
Total revenue	331,059,266	313,254,243

7. OTHER INCOME

	2018	2017
Government grants	6,242,597	5,226,981
Total other income	6,242,597	5,226,981

The Company has been awarded Government grants from the Australian Sports Commission ('ASC'), Department of Premier and Cabinet, Department of Infrastructure & Regional Development, Events Tasmania and Visit Victoria. One of the grants from the ASC relates to a sport grant and is dependent upon the Company supporting its sport development initiatives, including the implementation of recommendations arising from the High Performance Advisory Panel.

8. EXPENSES

	2018	2017
Depreciation expenses:		
Plant and equipment	3,540,184	2,711,104
Leasehold improvements	296,842	130,990
Amortisation expense	953,573	543,065
Cost of goods sold	635,773	822,362
Movement in the provision for employee entitlements	1,054,394	361,560
Operating lease rental expenses	3,166,673	2,461,824

9. FINANCE INCOME AND FINANCE COSTS

Recognised in consolidated profit or loss

	2018	2017
Interest income on investments at fair value through profit or loss	1,728,063	1,267,019
Interest income on bank deposits	345,243	345,996
Dividend income on investments at fair value through profit or loss	20,619	20,773
Net change in fair value of financial assets at fair value through profit or loss	295,101	-
Net foreign exchange gain	722,635	533,252
Net change in fair value of derivatives at fair value through profit or loss	-	28,684
Finance income	3,111,661	2,195,724
Net change in fair value of financial assets at fair value through profit or loss	(160,157)	(964,849)
Net change in fair value of derivatives at fair value through profit or loss	(2,374,528)	-
Finance expense	(2,534,685)	(964,849)
Net finance income	576,976	1,230,875

The above finance income and finance costs include the following in respect of assets/(liabilities) held at amortised cost:

	2018	2017
Total interest income on financial assets	345,243	345,996

No finance income or finance costs are recognised through equity. This is consistent with the consolidated statement of profit or loss and other comprehensive income on page 59.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

10. AUDITOR'S REMUNERATION

	2018	2017
Audit services		
Auditors of the Group		
<i>KPMG Australia:</i>		
Audit and review of the financial reports	109,000	86,300
	109,000	86,300
Other services		
<i>KPMG Australia and International</i>		
Grant assurance procedures	15,600	15,700
Professional services – Governance Review	–	25,581
Taxation services – US Taxation Return	5,205	14,748
Taxation services – HK Taxation Advice	–	32,319
Taxation services – GST Advice	9,738	–
	30,543	88,348

11. CASH AND CASH EQUIVALENTS

	2018	2017
Bank balances	30,824,177	37,153,101
Cash and cash equivalents	30,824,177	37,153,101

12. TRADE AND OTHER RECEIVABLES

	2018	2017
Current		
Trade receivables	5,787,378	3,052,238
Other receivables	1,952,415	2,495,785
Prepayments	3,755,686	2,364,941
Facility loans receivable from member affiliated clubs	156,250	180,453
Secured loans receivable from Member Associations	65,288	80,094
	11,717,017	8,173,511
Non-current		
Prepayments	135,397	112,500
Facility loans receivable from member affiliated clubs	441,141	353,172
Secured loans receivable from Member Associations	386,096	451,384
	962,634	917,056

13. INVENTORIES

	2018	2017
Inventory on hand	419,098	498,400
	419,098	498,400

14. OTHER FINANCIAL ASSETS

	2018	2017
Fixed interest investments designated at fair value through profit or loss	33,819,320	22,677,996
Equity investments designated at fair value through profit or loss	15,194,755	9,986,837
Cash investments designated at fair value through profit or loss	8,493,788	12,972,146
Derivatives recognised at fair value	–	1,056,625
	57,507,863	46,693,604

The Group's exposure to credit, currency and interest rate risks related to investments is disclosed in Note 5.

15. EQUITY-ACCOUNTED INVESTEE

Name	Principle Activity	Balance sheet date	Ownership %		Carrying amount	
			2018	2017	2018	2017
Trident 8 Limited	Further the interest of tennis by establishing and operating a team tennis competition	31 December	20%	20%	5,214,022	4,492,050
					5,214,022	4,492,050

On 18th April 2016 the Group entered into an arrangement and invested in a newly incorporated United Kingdom entity, Trident 8 Limited to operate the Laver Cup. At balance date, the Group had invested the entire commitment of \$8,124,357 (2017: \$5,219,211). The Group's investment is 20% of the total equity of Trident 8 Limited.

During the current year the Group accounted for a \$2,183,174 share of loss from the equity-accounted investee (2017: \$727,161). In addition, no dividends were received from the investment in Trident 8 Limited.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

16. INTANGIBLE ASSETS

	Domain name	Trademark	Development	Other	Total
Cost					
Balance at 1 July 2016	32,500	573,316	2,326,927	203,485	3,136,228
Additions	-	-	-	-	-
Balance at 30 June 2017	32,500	573,316	2,326,927	203,485	3,136,228
Balance at 1 July 2017	32,500	573,316	2,326,927	203,485	3,136,228
Additions	-	-	1,231,526	-	1,231,526
Balance at 30 June 2018	32,500	573,316	3,558,453	203,485	4,367,754
Amortisation					
Balance at 1 July 2016	-	401,320	348,404	-	749,724
Amortisation charges for the year	-	57,331	465,385	20,349	543,065
Balance at 30 June 2017	-	458,651	813,789	20,349	1,292,789
Balance at 1 July 2017	-	458,651	813,789	20,349	1,292,789
Amortisation charges for the year	-	57,331	875,893	20,349	953,573
Balance at 30 June 2018	-	515,982	1,689,682	40,698	2,246,362
Carrying amounts					
Balance at 1 July 2016	32,500	171,996	1,978,523	203,485	2,386,504
Balance at 30 June 2017	32,500	114,665	1,513,138	183,136	1,843,439
Balance at 1 July 2017	32,500	114,665	1,513,138	183,136	1,843,439
Balance at 30 June 2018	32,500	57,334	1,868,771	162,787	2,121,392

17. PROPERTY, PLANT AND EQUIPMENT

	Leasehold Improvements	Plant and equipment	Memorabilia	Total
Cost				
Balance at 1 July 2016	2,804,646	21,979,344	1,876,397	26,660,387
Additions	286,205	3,269,674	-	3,555,879
Disposals	-	-	-	-
Balance at 30 June 2017	3,090,851	25,249,018	1,876,397	30,216,266
Balance at 1 July 2017	3,090,851	25,249,018	1,876,397	30,216,266
Additions	-	5,917,768	-	5,917,768
Disposals	-	-	-	-
Balance at 30 June 2018	3,090,851	31,166,786	1,876,397	36,134,034
Depreciation and impairment losses				
Balance at 1 July 2016	2,530,552	17,968,968	-	20,499,520
Depreciation charge for the year	130,990	2,711,104	-	2,842,094
Disposals	-	-	-	-
Balance at 30 June 2017	2,661,542	20,680,072	-	23,341,614
Balance at 1 July 2017	2,661,542	20,680,072	-	23,341,614
Depreciation charge for the year	296,842	3,540,184	-	3,837,026
Disposals	-	-	-	-
Balance at 30 June 2018	2,958,384	24,220,256	-	27,178,640
Carrying amounts				
At 1 July 2016	274,094	4,010,376	1,876,397	6,160,867
At 30 June 2017	429,309	4,568,946	1,876,397	6,874,652
At 1 July 2017	429,309	4,568,946	1,876,397	6,874,652
At 30 June 2018	132,467	6,946,530	1,876,397	8,955,394

The carrying value of the memorabilia collection was tested for impairment at the balance sheet date and no such impairment was noted. The useful life of the collection has been determined to be indefinite taking into consideration the expected usage of the collection and the lack of external factors that could lead to the collection being deemed obsolete.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

18. TRADE AND OTHER PAYABLES

	2018	2017
Trade payables	2,177,897	1,872,792
Other payables	11,427,853	11,304,821
	13,605,750	13,177,613

19. OTHER FINANCIAL LIABILITIES

	2018	2017
Derivatives recognised at fair value	1,317,903	-
	1,317,903	-

20. EMPLOYEE BENEFITS

	2018	2017
Current		
Provision for long service leave	3,221,471	2,742,533
Provision for annual leave	3,680,832	3,142,468
Long term incentive plan	1,100,000	696,982
	8,002,303	6,581,983
Non-current		
Provision for long service leave	547,222	510,131
	547,222	510,131

21. INCOME RECEIVED IN ADVANCE

	2018	2017
Current		
Australian Open	4,445,805	4,501,540
Other	3,538,676	3,263,213
	7,984,481	7,764,753
Non-current		
Australian Open	46,061	1,366,111
Other	2,949,790	-
	2,995,851	1,366,111

22. CAPITAL AND RESERVES

Business continuity reserve

The Business continuity reserve is a portion of net assets designated for the specific purpose of funding ongoing operations in the event that the Australian Open fails to provide sufficient funds over any period. Ongoing operations includes operating expenses of the Company, the provision of funding to Member Associations, investment in grassroots participation and high performance, investment in facilities and other activities related to the promotion of tennis in Australia. The value of the reserve is currently \$80m and is reviewed annually.

23. OPERATING LEASES

Leases as lessee

Non-cancellable operating lease commitments as follows:

	2018	2017
Less than one year	2,847,467	2,167,264
Between one and five years	9,299,839	5,967,602
More than five years	28,643,910	20,898,933
	40,791,216	29,033,799

The Group leases goods and property under non-cancellable operating leases expiring from 1 to 19 years. Leases generally provide the Group with a right of renewal at which time all terms are renegotiated.

Under the property lease with Melbourne & Olympic Parks Trust the Company is required to pay \$1,622,408, which includes the National Tennis Centre and annual CPI adjustment.

During the financial year ended 30 June 2018, \$3,166,673 was recognised as an expense in the income statement in respect of operating leases (2017: \$2,461,824).

24. CAPITAL AND OTHER COMMITMENTS

The Company is required to make an annual fixed payment of \$3,769,000 to Melbourne & Olympic Parks Trust that is adjusted for CPI through to 2036. This payment is to obtain the right to 100% of merchandise revenues and a portion of catering and ticketing rebates payable to Melbourne & Olympic Parks Trust during the Australia Open.

It is the Group's expectation that the above commitments will be more than offset by new revenues accruing to the Group in the areas of catering, ticketing and merchandise over the period of the commitments.

25. RECONCILIATION OF CASH FLOWS FROM OPERATING ACTIVITIES

	Note	2018	2017
Cash flows from operating activities			
Surplus for the year		6,022,865	11,349,800
<i>Adjusted for:</i>			
Depreciation	17	3,837,026	2,842,094
Amortisation	16	953,573	543,065
Unrealised foreign exchange loss/(gains)		2,374,528	(28,684)
Decrease in fair value of investments		28,359	705,747
Operating profit before changes in working capital and provisions		13,216,351	15,412,022
(Increase)/decrease in trade and other receivables		(3,605,411)	4,486,138
Decrease in inventories		79,302	60,123
Increase in trade and other payables		1,528,137	1,960,032
Increase in income received in advance		1,849,468	2,263,124
Increase in employee benefits		357,411	745,538
Net cash from operating activities		13,425,258	24,926,977

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

26. CONTINGENT LIABILITY

From time to time, the Group is party to claims from customers and suppliers arising from operations in the ordinary course of business. At the date of this report there is no reason to expect any matter to materially impact, either individually or in aggregate, the Group's financial position or results from operations.

27. PARENT ENTITY DISCLOSURE

As at, and throughout, the financial year ended 30 June 2018 the parent entity of the Group was Tennis Australia Limited, a Company limited by guarantee.

	2018	2017
Results of parent entity		
Net surplus for the period	6,022,865	11,349,800
Other comprehensive income	-	-
Total comprehensive income for the period	6,022,865	11,349,800
Financial position of parent entity at year end		
Current assets	100,468,155	92,518,616
Total assets	117,721,613	106,645,829
Current liabilities	30,910,437	27,524,349
Total liabilities	34,453,526	29,400,607
Total equity of the parent entity comprising of:		
Retained earnings	3,268,087	2,245,222
Reserves	80,000,000	75,000,000
Total equity	83,268,087	77,245,222

28. SUBSIDIARY ENTITY DISCLOSURE

The consolidated financial statements include the financial statements of Tennis Australia Limited and the subsidiaries listed in the following table:

Name	Country of Incorporation	Equity interest %	
		2018	2017
Tennis Nxt Limited	Hong Kong	100%	100%

The subsidiary entity is currently dormant. It was set up to operate events in Asia.

29. RELATED PARTY TRANSACTIONS

The names of each person holding the position of Director of the Company during the financial year were: Jayne Hrdlicka (President), Harold Mitchell AC, Chris Freeman AM, Ken Laffey, Greg Hutchinson, Diane Grady AM, Elizabeth Minogue, Graham Bradley AM, Janice van Reyk and Peter Roberston.

The Group, as the national sporting body of tennis has eight Associate members (MA) being Tennis Tasmania, Tennis Victoria, Tennis Australian Capital Territory, Tennis New South Wales, Tennis Queensland, Tennis Northern Territory, Tennis Western Australia and Tennis South Australia. Shared services benefits are provided to each MA, these benefits include accounting, human resources, legal and information technology resources. These services were provided for nil consideration.

The aggregate value of transactions and outstanding balances relating to Director personnel for the current year are nil (2017: nil).

The aggregate value of transactions and outstanding balances relating to Director personnel or entities over which the Group has control or significant influence are as follows:

		Transaction value year ended 30 June		Balance outstanding as at 30 June	
		2018	2017	2018	2017
Trident 8 Limited	Media Rights Commission	178,523	-	-	-
Trident 8 Limited	Operation Staff Cost Recovery	265,177	-	-	66,198

Key management personnel compensation

The key management personnel compensation was \$5,270,904 for the year ended 30 June 2018 (2017: \$3,738,337). Majority of the increase from the previous year reflects the 2015 to 2018 long-term incentive program vesting at 30 June 2018.

30. SUBSEQUENT EVENTS

In the interval between the end of the financial year and the date of this report there have been no events, items, or transactions of material or unusual nature likely, in the opinion of the Directors of the Company, to significantly affect the operations of the Group, the results of those operations, or the state of affairs of the Group in future financial years.

DIRECTORS' DECLARATION

- In the opinion of the Directors of Tennis Australia Limited ('the Group'):
 - the financial statements and notes set out on pages 58 to 77, are in accordance with the Corporations Act 2001, including:
 - giving a true and fair view of the Group's financial position as at 30 June 2018 and its performance for the financial year ended on that date; and
 - complying with Australian Accounting Standards – Reduced Disclosure Requirements and the Corporations Regulations 2001; and
 - there are reasonable grounds to believe that the Group will be able to pay its debts as and when they become due and payable.

Signed in accordance with a resolution of the Directors:



J Hrdlicka
President

Dated at Melbourne this 24th day of August 2018.



Independent Auditor's Report

To the Directors of Tennis Australia Limited,

Report on the audit of the Financial Report

Opinion

We have audited the **Financial Report** of Tennis Australia Limited (the Company).

In our opinion, the accompanying Financial Report of the Company is in accordance with the *Corporations Act 2001*, including:

- giving a true and fair view of the **Group's** financial position as at 30 June 2018 and of its financial performance for the year ended on that date; and
- complying with *Australian Accounting Standards- Reduced Disclosure Requirements* and the *Corporations Regulations 2001*.

The **Financial Report** comprises:

- Consolidated statement of financial position as at 30 June 2018
- Consolidated statement of profit or loss and other comprehensive income, Consolidated statement of changes in equity, and Consolidated statement of cash flows for the year then ended
- Notes including a summary of significant accounting policies
- Directors' Declaration.

The **Group** consists of the Company and the entities it controlled at the year-end or from time to time during the financial year.

Basis for opinion

We conducted our audit in accordance with *Australian Auditing Standards*. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the Financial Report* section of our report.

We are independent of the Group in accordance with the *Corporations Act 2001* and the ethical requirements of the *Accounting Professional and Ethical Standards Board's APES 110 Code of Ethics for Professional Accountants* (the Code) that are relevant to our audit of the Financial Report in Australia. We have fulfilled our other ethical responsibilities in accordance with the Code.



Other Information

Other Information is financial and non-financial information in Tennis Australia Limited's annual reporting which is provided in addition to the Financial Report and the Auditor's Report. The Directors are responsible for the Other Information.

Our opinion on the Financial Report does not cover the Other Information and, accordingly, we do not express an audit opinion or any form of assurance conclusion thereon.

The Other Information we obtained prior to the date of this Auditor's Report was the Directors' Report.

In connection with our audit of the Financial Report, our responsibility is to read the Other Information. In doing so, we consider whether the Other Information is materially inconsistent with the Financial Report or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

We are required to report if we conclude that there is a material misstatement of this Other Information, and based on the work we have performed on the Other Information that we obtained prior to the date of this Auditor's Report we have nothing to report.

Responsibilities of the Directors for the Financial Report

The Directors are responsible for:

- preparing the Financial Report that gives a true and fair view in accordance with *Australian Accounting Standards - Reduced Disclosure Requirements* and the *Corporations Act 2001*
- implementing necessary internal control to enable the preparation of a Financial Report that gives a true and fair view and is free from material misstatement, whether due to fraud or error
- assessing the Group's ability to continue as a going concern and whether the use of the going concern basis of accounting is appropriate. This includes disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless they either intend to liquidate the Group or to cease operations, or have no realistic alternative but to do so.



Auditor's responsibilities for the audit of the Financial Report

Our objective is:

- to obtain reasonable assurance about whether the Financial Report as a whole is free from material misstatement, whether due to fraud or error; and
- to issue an Auditor's Report that includes our opinion.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with *Australian Auditing Standards* will always detect a material misstatement when it exists.

Misstatements can arise from fraud or error. They are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the Financial Report.

A further description of our responsibilities for the audit of the Financial Report is located at the *Auditing and Assurance Standards Board* website at: http://www.auasb.gov.au/auditors_responsibilities/ar3.pdf. This description forms part of our Auditor's Report.

KPMG

Gordon Sangster

Partner

Melbourne

24 August 2018



Lead Auditor's Independence Declaration under
Section 307C of the Corporations Act 2001

To the Directors of Tennis Australia Limited

I declare that, to the best of my knowledge and belief, in relation to the audit of Tennis Australia Limited for the financial year ended 30 June 2018 there have been:

- no contraventions of the auditor independence requirements as set out in the *Corporations Act 2001* in relation to the audit; and
- no contraventions of any applicable code of professional conduct in relation to the audit.

KPMG

Gordon Sangster

Partner

Melbourne

24 August 2018

KPMG, an Australian partnership and a member firm of the KPMG network of independent member firms affiliated with KPMG International Cooperative ("KPMG International"), a Swiss entity.

Liability limited by a scheme approved under Professional Standards Legislation.

APPENDIX

APPENDIX ONE: 2017-18 EVENT RESULTS

DECEMBER SHOWDOWN

AO Wildcard Play-off winners: Alex De Minaur (NSW), Destanee Aiava (Vic.)

Australian 18 and under champions: Alexander Crnokrak (Qld), Jaimee Fourlis (Vic.)

Australian 16 and under champions: Dane Sweeny (Qld), Annerly Poulos (ACT)

Australian 14 and under champions: Cooper White (Vic.), Anastasia Berezov (NSW)

Australian 12 and under champions: Shogo Sanada (JPN), Hana Sonton (Qld)

AUSTRALIAN OPEN SERIES

**BRISBANE INTERNATIONAL
Queensland Tennis Centre, Brisbane
31 December - 7 January, 2018**

Men's singles: [3] Nick Kyrgios (AUS) d Ryan Harrison (USA) 6-4 6-2

Women's singles: [3] Elina Svitolina (UKR) d [Q] Aliaksandra Sasnovich (BLR) 6-2 6-1

Men's doubles: [1] Henri Kontinen (FIN)/John Peers (AUS) d Leonardo Mayer (ARG)/Horacio Zeballos (ARG) 3-6 6-3 [10-2]

Women's doubles: Kiki Bertens (NED)/Demi Schuurs (NED) d [4] Andreja Klepac (SLO)/Maria Jose Martinez Sanchez (ESP) 7-5 6-2

MASTERCARD HOPMAN CUP

**Perth Arena, Perth
30 December - 6 January, 2018**

Champions: Switzerland - Roger Federer, Belinda Bencic

Finalists: Germany - Alexander Zverev, Angelique Kerber

WORLD TENNIS CHALLENGE Memorial Drive, Adelaide 8 - 10 January, 2018

Champions: Team Australia - Thanasi Kokkinakis (AUS), Henri Kontinen (FIN), John Peers (AUS), Mark Philippoussis (AUS), Mansour Bahrami (FRA)

SYDNEY INTERNATIONAL Sydney Olympic Park Tennis Centre, Sydney 7 - 13 January, 2018

Men's singles: [Q] Daniil Medvedev (RUS) d Alex De Minaur (AUS) 1-6 6-4 7-5

Women's singles: Angelique Kerber (GER) d Ashleigh Barty (AUS) 6-4 6-4

Men's doubles: [1] Lukasz Kubot (POL)/Marcelo Melo (BRA) d Jan-Lennard Struff (GER)/Viktor Troicki (SRB) 6-3 6-4

Women's doubles: [3] Gabriela Dabrowski (CAN)/Yifan Xu (CHN) d [1] Latisha Chan (TPE)/Andrea Sestini Hlavackova (CZE) 6-3 6-1

HOBART INTERNATIONAL Domain Tennis Centre, Hobart 7 - 13 January, 2018

Women's singles: [2] Elise Mertens (BEL) d Mihaela Buzarnescu (ROU) 6-1 4-6 6-3

Women's doubles: [3] Elise Mertens (BEL)/Demi Schuurs (NED) d [4] Lyudmyla Kichenok (UKR)/Makoto Ninomiya (JPN) 6-2 6-2

AUSTRALIAN OPEN Melbourne Park, Melbourne 16 - 29 January, 2017

Men's singles: [2] Roger Federer (SUI) d [6] Marin Cilic (CRO) 6-2 6-7(5) 6-3 3-6 6-1

Women's singles: [2] Caroline Wozniacki (DEN) d [1] Simona Halep (ROU) 7-6(2) 3-6 6-4

Men's doubles: [7] Oliver Marach (AUT)/Mate Pavic (CRO) d [11] Juan Sebastian Cabal (COL)/Robert Farah (COL) 6-4 6-4

Women's doubles: [5] Timea Babos (HUN)/Kristina Mladenovic (FRA) d [2] Ekaterina Makarova (RUS)/Elena Vesnina (RUS) 6-4 6-3

Mixed doubles: [8] Gabriela Dabrowski (CAN)/Mate Pavic (CRO) d [5] Timea Babos (HUN)/Rohan Bopanna (IND) 2-6 6-4 [11-9]

Boys' singles: [7] Sebastian Korda (USA) d [6] Chun Hsin Tseng (TPE) 7-6(6) 6-4

Girls' singles: [2] En Shuo Liang (TPE) d Clara Burel (FRA) 6-3 6-4

Boys' doubles: [7] Hugo Gaston (FRA)/Clement Tabur (FRA) d Rudolf Molleker (GER)/Henri Squire (GER) 6-2 6-2

Girls' doubles: [1] En Shuo Liang (TPE)/Xinyu Wang (CHN) d [7] Violet Apisah (PNG)/Lulu Sun (SUI) 7-6(4) 4-6 [10-5]

Men's wheelchair singles: Shingo Kunieda (JPN) d Stephane Houdet (FRA) 4-6 6-1 7-6(3)

Women's wheelchair singles: [2] Diede De Groot (NED) d [1] Yui Kamiji (JPN) 7-6(6) 6-4

Quad wheelchair singles: Dylan Alcott (AUS) d [1] David Wagner (USA) 7-6(1) 6-1

Men's wheelchair doubles: [2] Stephane Houdet (FRA)/Nicolas Peifer (FRA) d [1] Alfie Hewett (GBR)/Gordon Reid (GBR) 6-4 6-2

Women's wheelchair doubles: [1] Marjolein Buis (NED)/Yui Kamiji (JPN) d [2] Diede De Groot (NED)/Aniek Van Koot (NED) 6-0 6-4

Quad wheelchair doubles: [2] Dylan Alcott (AUS)/Heath Davidson (AUS) d [1] Andy Lapthorne (GBR)/David Wagner (USA) 6-0 6-7(5) [10-6]

APPENDIX TWO: DAVIS CUP AND FED CUP RESULTS

DAVIS CUP

**World Group semifinal
(15-17 September 2017):** Belgium d Australia 3-2, Brussels, Belgium

Team: Nick Kyrgios, John Millman, John Peers, Jordan Thompson

John Millman (AUS) lost to David Goffin (BEL) 7-6(4) 4-6 3-6 5-7

Nick Kyrgios (AUS) d Steve Darcis (BEL) 6-3 3-6 6-7(5) 6-1 6-2

John Peers/Jordan Thompson (AUS) d Ruben Bemelmans/Arthur De Greef (AUS) 6-3 6-4 6-0

Nick Kyrgios (AUS) lost to David Goffin (BEL) 7-6(4) 4-6 4-6 4-6

Jordan Thompson (AUS) lost to Steve Darcis (BEL) 4-6 5-7 2-6

World Group first round (2-4 February 2018):

Germany d Australia 3-1, Brisbane, Australia

Team: Nick Kyrgios, Alex De Minaur, John Millman, John Peers, Matthew Ebden

Alex De Minaur (AUS) lost to Alexander Zverev (GER) 5-7 6-4 6-4 3-6 6-7(4)

Nick Kyrgios (AUS) d Jan-Lennard Struff (GER) 6-4 6-4 6-4

Matthew Ebden/John Peers (AUS) lost to Tim Puetz/Jan-Lennard Struff (GER) 4-6 7-6(1) 2-6 7-6(4) 4-6

Nick Kyrgios (AUS) lost to Alexander Zverev (GER) 2-6 6-7(3) 2-6

FED CUP

World Group II first round (10-11 February 2018): Australia d Ukraine 3-2, Canberra, Australia

Team: Ashleigh Barty, Daria Gavrilova, Casey Dellacqua, Destanee Aiava

Ashleigh Barty (AUS) d Lyudmyla Kichenok (UKR) 4-6 6-1 6-4

Daria Gavrilova (AUS) lost to Marta Kostyuk (UKR) 6-7(3) 3-6

Ashleigh Barty (AUS) d Marta Kostyuk (UKR) 6-2 6-3

Daria Gavrilova (AUS) lost to Nadiia Kichenok (UKR) 6-4 2-6 3-6

Ashleigh Barty/Daria Gavrilova (AUS) d Lyudmyla Kichenok/Nadiia Kichenok (UKR) 6-3 6-4

World Group Play-off (21-22 April 2018): Australia d Netherlands 4-1, Wollongong, Australia

Team: Ashleigh Barty, Sam Stosur, Daria Gavrilova, Destanee Aiava

Sam Stosur (AUS) lost to Lesley Kerkhove (NED) 5-7 6-7(1)

Ashleigh Barty (AUS) d Quirine Lemoine (NED) 6-0 6-2

Ashleigh Barty (AUS) d Lesley Kerkhove (NED) 6-4 6-2

Daria Gavrilova (AUS) d Quirine Lemoine (NED) 6-3 6-2

Destanee Aiava/Daria Gavrilova (AUS) d Lesley Kerkhove/Demi Schuurs (NED) 6-3 6-2



► **WINNING FEELING:** Ash Barty helped Australia's Fed Cup team qualify for the elite World Group.

MEMBER ASSOCIATIONS

TENNIS ACT

Dan Bisa, President
Kim Kachel, CEO

A: PO Box 44
Dickson ACT 2602
National Sports Club
Riggall Place
Lyneham ACT 2602
P: +61 2 6160 7800
E: actreception@tennis.com.au
W: tennis.com.au/act

TENNIS NSW

Wayne Pascoe, President
Lawrence Robertson, CEO

A: PO Box 6204
Silverwater NSW 1811
Sydney Olympic Park Tennis Centre
Rod Laver Drive
Sydney Olympic Park
NSW 2127
P: +61 2 9024 7600
F: +61 2 9763 7655
E: tennis@tennisnsw.com.au
W: tennis.com.au/nsw

TENNIS NT

David De Silva, President
Sam Gibson, General Manager

A: Unit 1, 90 Ross Smith Avenue
Fannie Bay NT 0820
P: +61 8 8981 5609
F: +61 8 8981 5616
E: tennisnt@tennis.com.au
W: tennis.com.au/nt

TENNIS QUEENSLAND

Mark Bloomfield, President
Mark Handley, CEO

A: Queensland Tennis Centre
190 King Arthur Terrace
Tennyson Qld 4105
P: +61 7 3120 7900
E: tennisqueenslandinfo@tennis.com.au
W: tennis.com.au/qld

TENNIS SA

Kent Thiele, President
Steve Baldas, CEO

A: PO Box 43
North Adelaide SA 5006
Memorial Drive Complex
War Memorial Drive
Adelaide SA 5000
P: +61 8 7224 8100
F: +61 8 8212 6518
E: sareception@tennis.com.au
W: tennis.com.au/sa

TENNIS TASMANIA

Philip Bowden, President
Darren Sturgess, General Manager

A: GPO Box 115
Hobart Tas 7001
Domain Tennis Centre
2 Davies Avenue
Glebe Tas 7000
P: +61 3 6108 8200
F: +61 3 6108 8215
E: tasinfo@tennis.com.au
W: tennis.com.au/tas

TENNIS VICTORIA

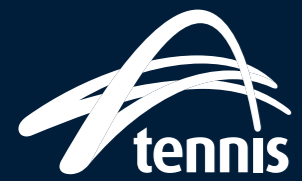
Emma Sherry, President
Matthew Kennedy, CEO

A: Locked Bag 6001
Richmond Vic 3121
AAMI Park
Olympic Boulevard
Melbourne Vic 3000
P: +61 3 8420 8420
F: +61 3 8420 8499
E: tvreception@tennis.com.au
W: tennis.com.au/vic

TENNIS WEST

Wayne Firms, President
Michael Roberts, CEO

A: PO Box 116
Burswood WA 6100
State Tennis Centre
Victoria Park Drive
Burswood WA 6100
P: +61 8 6462 8300
F: +61 8 9361 1500
E: wainfo@tennis.com.au
W: tennis.com.au/wa



TENNIS AUSTRALIA

JAYNE HRDLICKA PRESIDENT & CHAIR
CRAIG TILEY CHIEF EXECUTIVE OFFICER

Postal address: Private Bag 6060, Richmond Vic. 3121
Location: Melbourne Park, Olympic Boulevard, Melbourne Vic. 3001
P: +61 3 9914 4000 F: +61 3 9650 2743 W: tennis.com.au

AUSTRALIAN OPEN

CRAIG TILEY TOURNAMENT DIRECTOR

Postal address: Private Bag 6060, Richmond Vic. 3121
P: +61 3 9914 4000 F: +61 3 9650 1040 W: ausopen.com

